

CHEMIST & DRUGGIST

newsweekly for pharmacy

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PHOTOGRAPHY SPECIAL SECTION

**NPU nearer to
voluntary
trading group?**

**Closer working
links with
doctors call**

**Pregnancy
testing and
responsibility**

**Irish health
scheme: offer
on dispensing**

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CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4780

The newsweekly for pharmacy

CONTENTS

NPU nearer to voluntary trading group?	551
The Society and the Industrial Relations Act	551
Samples scheme withdrawn	551
Contamination danger in home brewing	552
Chemists' share of O-T-C medicine sales	553
Health scheme offer to Irish pharmacists	553
Record profits from Barclay	554
The Xrayser column: Coughs and colds	557
Photography '71: Special section	567
Colour and glamour in 1972 swimcaps	576
Comment □ Taking responsibility	579
Westons' first big move into South east	579
Pregnancy testing—and its consequences	580
NI Society told 'EEC entry will mean restrictions'	584
Courses for graduates in pre-registration year	587
Developments in drug presentation	588
Closer working links with medical profession	592

Bonus Offers	564	News in Brief	557
Business Briefly	554	New Products	558
Coming Events	590	On TV Next Week	563
Company News	554	People	557
Irish News	553	Promotions	563
Letters	588	Trade News	564
Market News	590	Classified Advertisements	593

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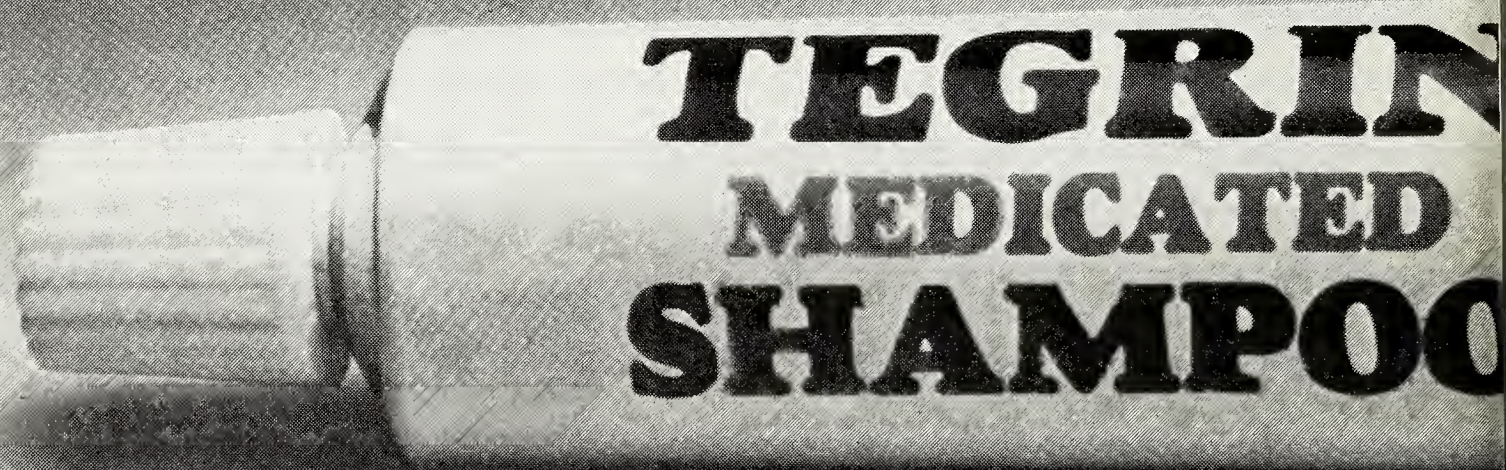
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Member Audit Bureau
of Circulations**A Benn Group Journal**

Mr D. N. Sharpe, a director of NPUM, states that independent pharmacy's proposed voluntary trading organisation is "a goer" (see pp 551 and 582)



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you've ever sold. And**

After a dramatic success in London and Southern TV areas, Tegrin Medicated Shampoo is moving into every other part of the country.

Tegrin is the first shampoo specially formulated for your

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bonus in GEE's or M & E.

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POTTER'S Catarrh Pastilles

A Relief For CATARRH, COLDS, COUGHS & HAY FEVER

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0.83 Thymol 0.02 Aqueous extractive from
Althaea 0.5 Base to 100.0
NET WEIGHT 45g


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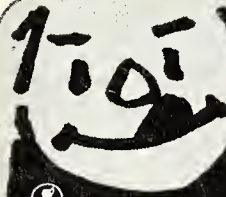
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POTTER'S Glycerin and Blackcurrant Pastilles

POTTER & CLARKE LTD CROYDON SURREY ENGLAND

POTTER'S Glycerin Lemon & Honey Pastilles

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 NOT SUITABLE FOR CHILDREN

Menthol & Eucalyptol Pastilles B.P.C. 1949

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NPU nearer to voluntary trading group?

The idea of a voluntary trading organisation within the National Pharmaceutical Union is a "goer." That is the personal view of Mr D. N. Sharpe, director of NPU Marketing, which he expressed at a meeting in Leeds last week.

Replying to questions about the project he replied: "We have only got so far as a feasibility study. I think it is a 'goer'."

Mr Sharpe traced the development of VTOs in other branches of retailing and expressed the opinion that the NPU could not "go it alone" in such an enterprise.

If the scheme was adopted, a national distribution network would be needed of about 20 depots, requiring some £25m to purchase warehousing and vehicles, and perhaps a further £20m for working capital.

(Full report, page 583.)

Samples scheme withdrawn

Ortho Pharmaceutical Ltd have abandoned their scheme to supply samples of Ortho-Novin 1/50 oral contraceptive through pharmacies instead of doctors.

The scheme brought opposition from both the Pharmaceutical Society and the National Pharmaceutical Union; the Society's Ethical Committee last week decided to take "no further action" in view of the withdrawal.

World ban on amphetamines?

The World Medical Association has passed a resolution urging its members to discontinue prescribing amphetamines (except where they were essential in a very few diseases) and inviting pharmacists to discontinue stocking these substances; and recommending to manufacturers that they limit their production to estimated therapeutic needs.

The resolution was passed at the annual assembly of the WMA held in Ottawa. The assembly devoted two days to a discussion on "psychotropic agents in the world today" and passed a number of resolutions on the subject.

One such instructed the Association's council to prepare a statement on these drugs including an assessment of their medical and non-medical uses.

The Society and the 'Industry' Act

The Pharmaceutical Society, in its response to the Industrial Relations Act should not seek to encroach on the grounds of the National Pharmaceutical Union or the Central Chemists' Contractors Committee, said Mr C. C. B. Stevens, member of Council, last week.

Because of the complexity of the Act and the wide variety of legal interpretations, the Society had had to refer the subject of possible registration, on the special register, to counsel, who would need time to consider the situation.

Mr Stevens was addressing a meeting of the North Metropolitan Branch. He paid particular attention to the special register provisions in describing the new Act.

The National Pharmaceutical Union was eligible to be registered as a trade union or employers' association and he could see distinct advantages in this. He felt the NPU ought to register.

Should the Pharmaceutical Society's Council feel it necessary to register, the Society's membership should be consulted first at either a special meeting or at the branch representatives' meeting. The NPU and Contractors Committee views should also be sought in that situation.

Family planning service on NHS

A birth control service—covering all forms of family planning, including sterilisation—should be provided by the National Health Service.

That assertion was made by Mr Peter Diggory, consultant gynaecologist of the Kingston group of hospitals, at a meeting of Labour Party conference delegates, organised by the Birth Control Campaign.

He said that three quarters of couples at risk were obtain-



The Houses of Parliament medicine chest, donated by Burroughs Wellcome & Co in 1908, was returned to Parliament on Monday after its annual refit at the company's factory in Dartford. The chest contains medical and surgical supplies for use by medically qualified members to treat sudden illness in the House

ing contraceptive advice from chemists, mail order suppliers, barbers and rubber goods shops.

If a comprehensive service was provided through the NHS it would reach working-class families most needing advice, who did not use the services of the Family Planning Association.

Drug tests on human cells

A wider range of tissue culture experiments for testing new drugs was advocated by Dr Mary Dawson, department of pharmaceutical technology, University of Strathclyde, when she addressed the Universities Federation for Animal Welfare, last week.

Material of human origin could be used to give an indication of any differences between a drug's effect in animals and humans, she said.

Tests could be done on both healthy and abnormal cells, including tumour cells, and radio-active materials could be employed.

Dr Dawson mentioned that tissue culture work tends to be less expensive and time-consuming than animal work, and cultures may easily be transported between research centres for verification and standardisation.

The addition of penicillin prevents microbial contamination of cultures and cells are often cloned to help give uniformity.

She listed drugs that could be tested by this method and described the different tissues that could be used. Heart cells and cells from the eye had been employed.

Dr Dawson said that she had observed morphine tolerance and dependence at cellular level. On withdrawal of the drug the absorptive process of pinocytosis is seen to occur actively in the cells.

Chemists' sales up in August

Chemists' and photographic goods dealers' sales rose by 11 per cent in August, compared with the same month a year earlier.

The Department of Trade's monthly index shows that multiples were again the leaders, with a rise of 13 per cent; Co-operatives could only manage 3 per cent.

Based on average 1966 figures as 100, the August indices were as follows:

All chemists etc	149 (+11 per cent)
Independents	150 (+10 per cent)
Multiples	154 (+13 per cent)
Co-operatives	102 (+3 per cent)

The figures do not take account of NHS receipts.

Contamination danger in home brewing

If yeast provided in home-brewing kits is contaminated with bacteria, consumption of the product could be dangerous. That finding is reported in a paper in last week's *Lancet* by a Medical Research Council group working at Stobhill General Hospital, Glasgow.

They say that when contamination has occurred, the liquid will taste and smell sour—which should deter the consumer.

The suggestion is made that the consumer requires to be protected, either by public-health legislation or by a greater measure of quality control by the producer.

The study in Glasgow arose after a 22-year-old man was admitted to hospital suffering from acute gastric erosions. He had used a home-brewing kit which is widely available, and in the three weeks before his admission he had drunk several gallons of his own lager.

Investigations revealed that it was contaminated with traces of acetaldehyde and acetic acid which had been produced from ethanol by *Acetobacter melanogenus* infection present in the yeast.

Results from animal tests and chromatography suggested that the laboratory-brewed lager, used in the tests, was more irritant to gastric mucosa than the beer used.

PATA council election 1972

For the year 1972, six seats on the council of the Proprietary Articles Trade Association are open for election. The members of the council who retire this year and are eligible for re-election are:

Manufacturers' section: Allen & Hanburys Ltd, BDH Pharmaceuticals Ltd.

Wholesale section: Ayrton, Saunders & Co Ltd, E. H. Butler & Son Ltd.

Retail section: R. Anderson and A. G. Garrett.

It is open to members of the manufacturers', wholesale and retail sections of the PATA to nominate candidates for the two vacancies in their respective sections. Nominations will be received by the secretary at Premier House, 150 Southampton Row, London WC1B 5AL, up to and including Monday, November 8.

Two accused of £12million swindle

Bogus "dealing" in quinine and other chemicals was behind a "brilliant and wicked" swindle, involving £12m, carried out by two London businessmen, on three banks over a period of years, Mr Michael Corkery, prosecuting, told an Old Bailey jury on Tuesday.

Ellis Eser Seillon, 58, former chairman of Stanley Weston Group Ltd and head of Mesco Laboratories Ltd and Elias Fahimian, pleaded not guilty to conspiring between February 1966, and June 1970, to utter forged documents. They also deny 12 charges of causing the Co-operative Bank and the Standard Bank to execute bank transfers or cheques by falsely pretending that documents were honest and genuine, or by causing them to sign bills of exchange by similar false pretences. Mr Seillon also denies five counts of uttering forged letters and documents, purporting to set out contracts, knowing them to be forged and with intent to defraud.

Mr Corkery said the weapons they used were the forged document, the bogus and forged contract and complete and utter lies.

Large sums were repaid to the banks to keep the fraud going, but the Co-operative Bank was still owed £3,405,277, the Standard Bank £1,183,230 and the Provincial Bank of Ireland £91,091.

Mr Corkery said the two businessmen used two companies which they operated, Mesco and Renclore, to conduct a similar kind of fraud on the three banks.

They pretended to the banks that Renclore had bought quinine in the raw material state somewhere abroad. They pretended that the company shipped the raw material to Europe, usually to Antwerp. The next pretence was that Renclore was selling the raw material to Mesco Laboratories,

who were processing and refining the quinine and exporting it and other chemicals.

Mr Seillon pretended that it was going to two companies in America and to a company in Frankfurt and another in Antwerp.

"In order to get money out of the bank to finance these operations Seillon produced to the banks utterly bogus forged contracts," said Mr Corkery.

At the same time, Mr Fahimian, through Renclore, was producing bogus documents to show that the goods existed.

Some of the money obtained by fraud was used to buy property in London, said Mr Corkery. It had been bought by a woman operating as a "stooge", who bought the property with money provided by Seillon. Other property bought by the woman was later sold to Seillon's companies at inflated values. The result, said Mr Corkery, was that Seillon's companies were then shown on paper as being the owners and the documents later found their way to the banks as security for borrowing more money.

There was still well over £2m unaccounted for "which could be in this country—it may be out."

Mr Corkery said: "The only two people who can throw light on these missing sums are no doubt the two defendants."

Health foods research boost

New impetus was given to research into the merits of health foods by a luncheon in honour of Mr Jimmy Lee-Richardson last week.

Mr Lee-Richardson, who was credited with having created a unified health foods industry almost single-handed, resigned recently from Associated Health Foods Ltd. The luncheon was to mark his efforts by establishing a nutritional research foundation in his name "to further the charitable purposes of the International Institute of Human Nutrition, founded by Dr Hugh Sinclair, Fellow of Magdalen College, Oxford, as long as the Institute is under his direction, and thereafter for such charitable purposes connected with research into human nutrition as the trustees may decide."

Mr Lee-Richardson expressed confidence that the results of the research would be to "demonstrate the factual origins of our convictions" on health food benefits.

New union for scientists

A new trade union, to be called the Association of Professional Scientists and Technologists, is being registered under the Industrial Relations Act.

Existing technical institutes, such as the Royal Institute of Chemistry and the Institute of Biology, were unable to extend their services for members to include negotiations on pay and terms of service, and formation of the new union has been prompted by the likely consequences of the new legislation for salaried professional staff.

Larger Co-op groups formed

Amalgamations in the Co-operative movement are resulting in larger groups of pharmacies and a reduction in the number of superintendent chemists, according to Mr J. J. R. Wakefield, president of the National Association of Co-operative Superintendent Chemists and Opticians.

When addressing the annual conference of the Association, he said he was convinced that this process would continue with a more efficient use of pharmacy manpower within Co-operatives.

The president emphasised the need for a modern outlook to combat the increasing competition from non-pharmaceutical outlets. The multiples had carried out a ruthless policy of rationalisation concentrating their efforts on only the larger, well-sited shops.

The secretary was able to point out that it was clear that a superintendent chemist was directly responsible to the board of management or the chief executive officer. That was as a result of an amendment to the wages agreement, he stated.

A national stock list for Co-operative chemists was nearing completion and one speaker emphasised the need to rationalise stock control, buying power and selling. There would be no opportunity of national promotions until a stock assortment list was produced and accepted, he said.

Cashing in on cashing-up

While staff at Boots Ltd, Hampstead High Street, were checking the cash register on a Saturday recently, £75 left on the counter was stolen.

O-T-C medicines: chemists account for 64 pc of sales

Chemists account for something like 64 per cent of sales of household medicines, taken as a product group, according to a report published in the October issue of *Retail Business*.

This is, in fact, the second part of the report, the first half of which was published in September (*C&D* September 18, p 372). The percentage given is based on earlier findings of the Proprietary Association of Great Britain.

"It is possible that Boots could account for one-third of all household sales made by chemists," says the report, if their own-brand lines—sales of which are increasing—are added to the national brands.

On average, household medicines account for "no more than 10 per cent" of independent chemists' total sales.

Grocers and general stores are said to account for 25-27 per cent of sales; supermarkets for 5 per cent. Competition from the latter source "has been much less than might realistically be expected."

It is expected that the larger organisations in their efforts to find new lines with "attractive profit opportunities" will find ways of overcoming difficulties which in the past have prevented their participation.

Rpm has prevented them price cutting—"an 'old faithful' for selling groceries which tends to be the only sales promotion tool understood."

Independent chemists are warned that they are more vulnerable than independent grocers and general stores to any loss in sales, because the latter that have survived the last decade "have proved their ability to survive in a fully competitive environment and the chemists have not."

The key sectors of the market are dominated by the highly-advertised main brands of a handful of major manufacturers—although the market itself is "fragmented" in terms of both products and supplies, says the report.

While a large number of products are available, relatively few are in wide distribution outside chemists. It is on those products, however, that advertising is concentrated and the report quotes advertising expenditure by category of product 1968-1970.

Cough and cold remedies, with an expenditure in 1970 of

£1.98m, and analgesics, £1.97m, accounted for 40 per cent of advertising expenditure.

"Since the product categories analysed had total sales in 1970 of no more than £55m at rsp, the weight of advertising (£9.83m) is clearly substantial." Over the three-year period expenditure increased 7.3 per cent.

Discussing the role of wholesalers in distribution pattern the authors believe the pharmaceutical wholesaler may be expected to get a bigger share of the retailer's business for reasons which wholesalers have frequently put forward—easier credit, lower inventories, high standards of deliveries, etc.

Up to 40 per cent of chemists make visits to cash and carry depots but the proportion of their total purchases made from this source is probably only around 5 per cent," the report estimates.

(*Retail Business*, Economist Intelligence Unit, 27 St James's Place, London SW1.)

Irish news

Health scheme: latest offer recommended

Irish pharmacists are being recommended to accept the latest offer from the Minister of Health for payment for dispensing under the new general health services scheme. The scheme is due to be introduced to replace the dispensary scheme in April next year.

The scale of fees includes payment for dispensing medicines at normal wholesale rates in addition to a fee per item, depending upon the total number of prescriptions dispensed. The fee will range from £0.25 if a total of 3½ million prescriptions are involved to £0.20 for 5.75 million. The fee covers the provision of containers, capital investment and "obsolescence."

Urgent prescriptions will attract a fee of £0.37½ and the fitting fee for appliances is set



Mrs Kenyon Jones, wife of Mr W. J. Kenyon Jones, chairman and managing director of Ronson Products, presents the Ronson Victor Ludorum Trophy on the final night of the Horse of the Year Show at Empire Pool, Wembley, to Michael Saywell. Michael and his horse Hideaway had the only two clear rounds, and for the first time for years no jump-off was necessary

at £0.60. Dressings are to be priced at a special scale: up to three items the fee will be £0.20, four to six items £0.40, with a corresponding £0.20 for each additional three items per prescription.

The scheme applies to 30 per cent of the population, or 900,000 people. If it goes beyond that figure, the fees will be renegotiated, although periodic adjustments by negotiation are allowed. The first review is to be in 2 years.

Doctors practising more than three miles from pharmacies will be allowed to dispense to patients but will be required to obtain medicines from a "nearby chemist," who will receive cost price plus 25 per cent.

Soon after the scheme starts, pharmacists will be given an advance payment based on £0.50 per prescription item. This will be returnable to the Minister if the chemist opts out of the contract.

The Minister of Finance has found it impossible to exempt the pharmacist's fee from turnover tax and value added tax, but the Minister of Health has agreed that pharmacists will be reimbursed in full.

Pharmacists will vote on the offer at a general meeting in Dublin on October 24. The scheme will be introduced into the Wicklow and Kildare areas on April 1, 1972.

Change in script rules

Under new Regulations made by the Minister for Health, Mr Erskin Childers, Irish community pharmacists will be

exempted from the obligation to retain official prescriptions issued under the Health Services for various drugs classified as dangerous—medicinal opium, tincture of Indian hemp, morphine and cocaine.

The Regulations, under the 1970 Health Act, amend some of those which have been operating since 1937. The change means that pharmacists will no longer have to retain prescriptions for two years. The prescriptions will be sent direct to the Health Authority after they are issued.

Mr J. V. Coleman, registrar, Pharmaceutical Society of Ireland, described the new Regulations as "a provisional measure" in anticipation of the new Health Services being accepted by pharmacists and would apply if the pharmacists accepted the offer that was now being made to them by the Minister to participate in the new health scheme.

President opens Wexford congress

The new Pharmaceutical Union and the statement to be made by Mr M. L. Cashman for the Joint Negotiating Committee were two items referred to by Mr R. J. Power, president, Pharmaceutical Society of Ireland, when he opened the tenth Irish Pharmaceutical Congress, held at Wexford this week.

The president refuted newspaper reports suggesting that drugs in Ireland were unduly expensive and spoke of the "good news" of the re-organisation of the Health Service under the new Act.

COMPANY NEWS

Record profits from Barclay

Profits, before tax for Barclay Securities Ltd, for the first half of the year were at a record level of £815,317 (£310,000 in the comparable 1970 period).

Tax takes £333,600 (£139,500) and an interim dividend of 15 per cent has been declared (12½ per cent). It is intended to recommend a final of 35 per cent (25 per cent) making a total of 50 per cent (37½ per cent).

Commenting on the returns, the chairman, Mr John Bentley states that apart from acquisitions they reflect the continued growth of internally generated earnings.

Of the group's pharmaceutical activities he says Reynolds & Branson has been successfully integrated into the group structure and Barclay are "currently closely investigating four other private company situations in this area with considerable potential for rationalisation. Both sales and profits of this division have achieved record levels so far and the outlook is good."

Winthrop's £9m European sales

Sales of medicines in continental Europe by the Winthrop Products Co will reach £9m in the current financial year.

This was announced during a conference last week in Newcastle-upon-Tyne where senior executives from 10 continental Winthrop companies met to discuss plans for future growth.

The year's sales of £9m represent a nine-fold increase in the past 10 years. Expansion planned for the next four years varies between 50 per cent and 100 per cent according to the individual market. The product making the greatest contribution to the company's growth during the past year was Fortral and the latest introduction, Integrin, is making headway as registration requirements are completed.

In the interests of furthering good communication, one evening of the three-day conference was devoted to a meeting of



Winthrop's exercise in international communications; general manager of Winthrop, Denmark, suitably clad for the occasion, is seen in foreground right serving Danish open sandwiches to staff from Winthrop's Newcastle plant. (Story this page.)

the continental executives with a representative group of 300 men and women from Winthrop's manufacturing plant at Newcastle-upon-Tyne.

Carlton to sell Rimmel

An agreement has been reached between Carlton Industries Ltd and International Telephone and Telegraph Corporation of the US for the sale by Carlton of its 71 per cent interest in Rimmel Ltd to ITT. A similar offer will be made by ITT to the other 29 per cent of the shareholders. The effect of these transactions will be to make Rimmel a subsidiary of ITT.

The number of shares purchased was 4.47m, and with ITT issuing sufficient common stock to realise a net cash price of £1.476 per Rimmel share, the deal is worth some £6.5m.

Rimmel are to pay an interim dividend of 6 per cent before October 29.

Rockware: good first half

Net profit, before tax, of Rockware Group Ltd was £652,000 in the first half of the year ended June 30, compared with £224,000 in the same period of 1970. Turnover rose to £15.63m (£13.02m).

Commenting on the figures the chairman, Mr Peter Parker, says: "It will be recalled that we were hard hit last year by the phased closure of the Liverpool factory and the teething problems at the new Wheatley plant."

The improved results were, almost entirely due to a better performance from glass.

An interim of 5 per cent is declared and it is intended to raise the total distribution for the year to not less than 13 per cent (1970: 11 per cent).

Smith & Nephew's Japanese tie

Smith & Nephew Associated Companies Ltd and Toray Industries Inc of Tokyo announce an agreement under which Toray are granted exclusive rights in Japan to manufacture and sell the Smith & Nephew product known as Net 909.

Net 909 is a range of plastic nets, invented and developed by S&N and now having applications in a number of fields, including surgical and hygiene products.

The company won the Queen's Award to Industry in 1968 for Net 909. Licences to make and sell exist in the US and in Common Market countries.

Unichem buy J. H. Holden

Unichem Ltd have purchased all the issued share capital of J. H. Holden Ltd, Sheffield.

J. H. Holden will continue to operate with their existing management. Unichem point out that the acquisition in Sheffield fits in well with the existing Unichem depots in Leeds and Nuneaton. Other Unichem depots are at Walthamstow, Willesden, Croydon and Kingston on Thames.

Pharmitalia to market in Eire

The Italian pharmaceutical company, Farmitalia, which has an associated company, Pharmitalia (UK) Ltd, at Barnet, Herts, is to market its products in Eire through the Ethipharma Co, 314 North Circular Road, and 151A Phisboro Road, Dublin 7. Mr J. C. Doherty has been appointed Pharmitalia's representative in Eire. Managing director of Pharmitalia is Mr Donald J. Lewis, who is based at Barnet.

Glaxo sales up: net profit down

Group sales of Glaxo Group Ltd at £134m for the year ended June 30, were about £12m higher than in the previous 12 months, with home sales showing an increase of 4 per cent and those overseas 12 per cent.

After meeting increased costs and financing the group's expansion programme, net profit, before tax, is some £450,000 lower at £23.88m. Net earnings per ordinary unit however increased by 2.8 per cent to £0.186 (£0.181).

The sales figures do not include the wholesaling results of Vestric Ltd, which amounted to £47.1m (£43.1m).

Group external sales totalled £173m (£157m); taxation takes £10.71m (£11.48m).

A final dividend of 10 per cent is proposed, making a total of 16 per cent and for the year compared with 14 per cent for 1969-70.

□ A £2½million extension to Glaxo Laboratories' Barnard Castle factory, opened last week will make the plant the main UK centre for the production of pharmaceutical preparations for the Glaxo Group. The factory has been in operation since 1945 when it became the first factory in the UK to mass produce penicillin by deep fermentation. It has now ceased to function as a fermentation or "primary production" centre (C&D last week, p 499).

Decline in Dreamland sales

Sales by Dreamland Electrical Appliances Ltd in the first half of the year fell from £1.30m to £1.08m and a loss of £23,300 was incurred against a profit of £61,790. The interim dividend has been maintained at 10 per cent.

The directors say that the traditional upsurge in sales during the second half is occurring; and steps have been taken to minimise expenditure, effect substantial cost savings, and to tailor manufacturing programmes to avoid unduly high stock levels at the year end.

In brief

Brian G. Spencer Ltd have moved to Station Road, Shensstone, Lichfield, Staffs (telephone: Shensstone 480314). Previous address: Four Oaks, Sutton Coldfield.

Geistlich Sons Ltd have moved to Newton Bank, Long Lane, Chester (Telephone: 0244 47534).



Away with
rubber
bands!

On with
PONY TAIL HOLDERS

now packed in eye-catching
blister packs specially produced
for self service display

**Pony Tail Holders are the new and
beautiful way to keep hair in place**

✂ a covered stretch band finished

with a gilt bobble ✂ no more ugly rubber bands pulling away

a handful of hair, now a band
to hold hair easily, without fuss
and one that looks like a piece
of jewellery. Pony Tail Holders
come in a range of 6 fashionable
and natural colours and they
retail at only 12½p for four bands



Ravina

HAIR DECORATIONS

obtainable from your wholesaler

New

Berkdopa*
L-dopa

**has one major advantage
over other levodopa**

~it costs much less

BERKDOPA is available as tablets, double-scored to permit flexibility of dosage, in pack sizes designed to meet variations in prescribing patterns.

The basic N.H.S. Cost of **BERKDOPA** is:

BERKDOPA Tablets

Tab: 500 mg. x 100 £3.36

Tab: 500 mg. x 500 £16.40

Additional savings are possible when **BERKDOPA** is ordered as part of a BERK discount parcel.

Ask your BERK PHARMACEUTICALS representative, or telephone.



BERK PHARMACEUTICALS LIMITED
Godalming & Shalford, Surrey.
Telephone: Godalming 4191

PEOPLE



Dr William Mitchell, BSc PhD, FRIC, research and development manager (natural products) of Bush Boake Allen, retired on September 30. Dr Mitchell joined Stafford Allen & Sons Ltd in 1946 as chief chemist.

He has been an active member of the Society of Chemical Industry and was a founder member, the first treasurer and later chairman of the Fine Chemicals Group. He has served on several committees connected with revision of the British Pharmacopoeia and the British Pharmaceutical Codex; also on joint Pharmaceutical Society/Society of Analytical Chemistry committees. He is an honorary member of the Pharmaceutical Society and a past chairman of the British Pharmaceutical Conference.

Mr Stanley Blum, MPS, has been nominated as a prospective Labour Party parliamentary candidate by the Socialist Medical Association. Mr Blum told *C&D* this week that he is hopeful of being adopted by a constituency party, having been active in union affairs.

He is currently preparing a pamphlet for the Fabian Society on medicines and the public interest, and is secretary to the SMA working party which is studying national health and social services (see *Letters*, p 588).

Mr Blum was formerly a member of the Pharmaceutical Society's Council and founder of the Chemists' Action Group.

Professor I. D. P. Wootton has been appointed the first Chief Scientist in the National Health Service. He will be the head of hospital scientific and technical

services in accordance with the recommendations of the Zuckerman Report. He takes up his duties on January 1, 1972. Professor Wootton is professor of chemical pathology at the Royal Postgraduate Medical School.

Mr Desmond Lewis, secretary and registrar, Pharmaceutical Society is to serve a further three-year term of office as a member of the council of the School of Pharmacy, University of London.

Deaths

Rivett: On October 3, Mr F. A. Rivett, chairman of the chemicals group of the Steetley Co Ltd. Mr Rivett joined Berk Ltd in 1945 and was appointed managing director in 1964. He was appointed a director of Steetley on the merger of the two companies.

Turner: Suddenly on October 2, Mr Richard Milo Turner, MPS, 7 College Lane, Tamworth, Staffs. Mr Turner qualified in 1914.

NEWS IN BRIEF

□ The Department of Health has issued a reminder to hospitals on the use of metric quantities for prescribing, dispensing and administering drugs. It asks hospital authorities to ensure that a common working system is adopted, and sets a limit of April 1, 1972, for total compliance in regard to prescribing and equipment.

□ Mr H. Burlinson, FPS, recipient of the 1971 Harrison Memorial Medal, will deliver the Harrison Memorial lecture in the Society's Hall on December 1 at 7pm. The subject is "Testing of tablets—biopharmaceutical and other considerations".

□ Lebanese chemists have threatened to strike unless the government withdraws its order to cut all drug prices by 15-30 per cent. In return, Mr Emile Bitar, Health Minister, has threatened to requisition any shop closed in protest.

□ Doctors in Norway need the consent of the National Health authorities to prescribe certain stimulant substances such as amphetamines.

□ The oldest statutory anti-pollution body in the world, the Alkali Inspectorate for England and Wales, is to change its title to HM Alkali and Clean Air Inspectorate.

□ The general index of retail prices in August was 155.3 (January 1962 100), compared with 155.2 in July.

Topical reflections By Xrayser

Coughs and colds

The medicine of choice—to coin a phrase—for cough or cold: "Take of liquorish scraped and sliced, of Aniseeds rubbed and bruised, of Raysin of the Sun stoned, of Figs sliced, of Hysop tops, of each one little handful, and a great handful of Coltsfoot, boyl all these in a gallon of running water until two or three parts be consumed, then strain it and stir into it three or four good spoonfuls of Honey, taking this in the morning fasting, at four o'clock in the afternoon, and when you go to bed four spoonfuls at a time warm."

That is strongly recommended by Lady Mildmayes, and who am I to argue with a lady? But perhaps your cold is feverish? If so, you must turn to the hot lemon market, where, I read, competition is now fiercer. "Take French Barley one ounce, boyl it first in a quart of fair water a good while, then shift it and boyl it in another quart of water, shift it again, and boyl in a pottle of running Spring water to a quart, then take two ounces of Sweet Almonds, lay them to soak all night, then stamp and strain them into the last Barley water, put to it four spoonfuls of Damask rose water, the juyce of one Limon, and with sugar sweeten it to your taste. Drink of this often in the night, or when you are dry or hot."

Unfortunately there are no eye-catching showcards for that one, but it is described as a dainty cooling drink.

There is, of course, the complication of headache in some cases, and it may be eased thus: "Take red Rose leaves dried, mixe them with Wheat flowers, Vinegar, Oyl of Roses and some Houseleek, boyl them till they be thick, spread on a linnen cloth and lay it to the Fore-head and Temples and it will ease the pain."

Finger on the pulse

But we must not, despite the fact that Winter is waiting in the wings, lose sight of the many other complaints of mankind, and we must be ready to take full advantage of them. Only today someone wanted a comfortable Bagge for the Stomach, and we advised to take Balm, Wormwood, Rosemary, Spearmint, Sweet Marjoram, Winter Savory, of each half a handful; to dry these between two dishes on a chafing dish and coals, sprinkling them often with good Vinegar, when they were dry, to put to them some crumbs of bread, Cloves, Cinnamon and Nutmeg beaten to a powder, and then the whole put into a fine linen bag. "Quilt it, and lay it warm to the stomach," we advised.

There has, so far, been no occasion to try the Countess of Arundel's drink for the Scurvy; Mr Ellerton's medicine for the extremity of Colick and Stone, or Dr Eaglestone's cure for the Small Pocks. Nor, indced, Dr Butler's Preservative against the Plague.

Self-medication

But one I intend to try myself this very night begins: "Take four gallons of Claret Wine, eight ounces of Cinnamon, three Oranges of Ginger, Clove and Nutmeg a small quantity, Sugar six pounds, three sprigs of Rosemary, all bruised and put into the wine." It has been close stopped and often shaken together for a day or two, and "it looks like the sunshine was still in it." I am lost in wonder at its bouquet. But don't look for it on television, for has it not wisely been said that good wine needs no bush?

NEW PRODUCTS AND PACKS

Sundries

Children's hot-water bottle range

A new range of Spanish-made nursery rubber hot-water bottles has been introduced into Britain by Portland House Trading Co.

The bottles, which are sold in Spain under the Duarry label, are brightly coloured and represent many favourite animal and other characters. The twelve designs available are Donald Duck, Mickey Mouse, The Tramp, The Lady, dalmation dog with cat, squirrel, elephant, "greedy", clown, and three astronaut models. All have an unusually lifelike quality that should please young children.

Size of the designs ranges from 12 to 15 inches, and the bottles are intended to retail at about £1.25, making them ideal as Christmas gifts.

Also being imported from the same manufacturer is the Anginex, a horse-shoe-shaped hot-water bottle designed to fit round the neck, knee, arms, waist, etc., to provide gentle heat for the relief of muscular pains such as lumbago. Available in a range of pastel shades, the Anginex is priced to sell at about £0.75 (Portland House Trading Co, 351 Edgware Road, London W2).

Cosmetics and toiletries

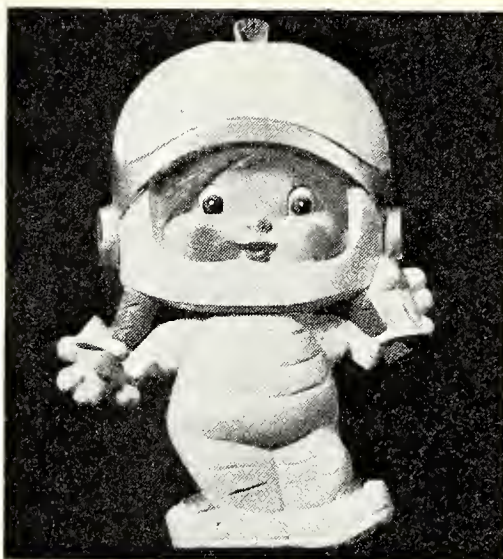
Two reformulations by Beecham

Beecham have launched two new hair products, both new presentations of well-known brands.

A new look has been given to a reformulated Amami setting lotion, with a toughened pack, totally transparent to reveal a turquoise lotion which shows attractively on shelf and in displays. Amami now has an improved tip-lock closure to prevent spillage and to facilitate easy application to the hair.

The new formula, containing nearly 40 per cent alcohol, ensures speedy drying and provides a firmer hold. A balanced blend of two holding ingredients is designed to give maximum hold and flexibility.

Beecham reformulated Amami because consumer research proved that there was scope for a new gimmick-free setting



lotion which continued conditioning ingredients and was not "sticky." The new formula includes protein and a lanolin derivative to provide a greater resistance to dampness, and give a long-lasting hold, without loss of softness.

The product is in display packs of 12, selling at £0.20 per unit. Showcards in two sizes are available for counter or shelf displays.

After three years' research, Beecham have formulated new Creamy Hiltone hair lightener (£0.45) to replace the existing product. It includes nearly twice as much conditioning ingredient as the old formula, including 1 per cent lanolin, giving hair much more protection and suppleness, plus a rebalanced ammonia content, in cream formulation for new soft and subtle tones.

Hilton's cream formula comprises a cream in a tube and a lotion peroxide base in polythene applicator bottle. When the cream is added and shaken up with the peroxide base in the applicator bottle the result is a creamy, fairly thick lotion ready for application to the hair. A sachet of booster powder is included in the pack in order to obtain a higher degree of lightness if required. The new pack also contains plastic gloves and instruction sheet.

When applied, Hiltone can lift hair from one to four shades according to the length of time it is left on the hair. The cream lightener mixture used alone will lift hair one or two shades (Beecham Products UK, Beecham House, Great West Road, Brentford, Middlesex).



Blinkers from Cutex

Six glistening eye glossers, each shade in its own brightly coloured ball, individually packed in a see-through cube, are the latest from Cutex. Called Blinkers (£0.45), the range comprises Rosy, Buttercup, Lavender Ocean, Blue and Cloudy.

A chromium and black counter display unit holds 24 Blinkers. The detachable headboard shows Mouche, the world-famous model, wearing them (Chesebrough-Ponds Ltd, Victoria Road, London NW10).

Whipped Creme make-up

Max Factor have introduced a "fluffy, frothy, ultra-light, silken-sheer make-up" called Whipped Creme.

The product is said to give a supple finish, never settling into lines and pores, and with sufficient coverage to disguise minor blemishes. Formulated with moisturisers, Whipped Creme make-up is a beauty treatment as well as make-up and comes in six fashion colours: Truly Fair, Tempting Touch, Candle Glow, Nouveau Beige, Gay Whisper, and Cool Copper.

Nouveau Beige is said to be the most versatile, flattering fair, natural and light olive skin tones and ideal for "cooling down" a ruddy complexion (successfully hiding the broken veins which are a feature of this colouring).

Whipped Creme make-up is presented in a frosted glass jar (£0.70) with a gold-decorated blue top (Max Factor Ltd, 16 Old Bond Street, London W1).

Quant's sparklers

Mary Quant has introduced Sparklers: "tiny coloured glittery bits, suspended in a matching clear coloured nail polish—

Continued on p 563



Put yourself on the counter

Your own brand of hot lemon drink. Your tummy trouble treatment. Your Vitamin C tablet. How is it possible?

Through the Chemist's Own Brand Scheme run by Cox of Brighton. You choose which lines you would like from over 50 popular counter products.

Cox will put your own name and brand

sign on the pack, provide point-of-sale aids, and deliver to your door.

There is no extra cost!

Yet you could get a lot of extra customers and get a lot of extra goodwill by offering this personal service.

Fill in the coupon below and put your name forward.

COX OF BRIGHTON

If you are a practising retail pharmacist and would like further information on the C.O.B. scheme contact:

Arthur H. Cox & Co. Ltd. (Dept. CD 6),
Brighton BN2 3QJ. Tel: Brighton 63084 (5 lines)
STD Dialling Code 0273.

Name _____

Address _____

Be a Yardley

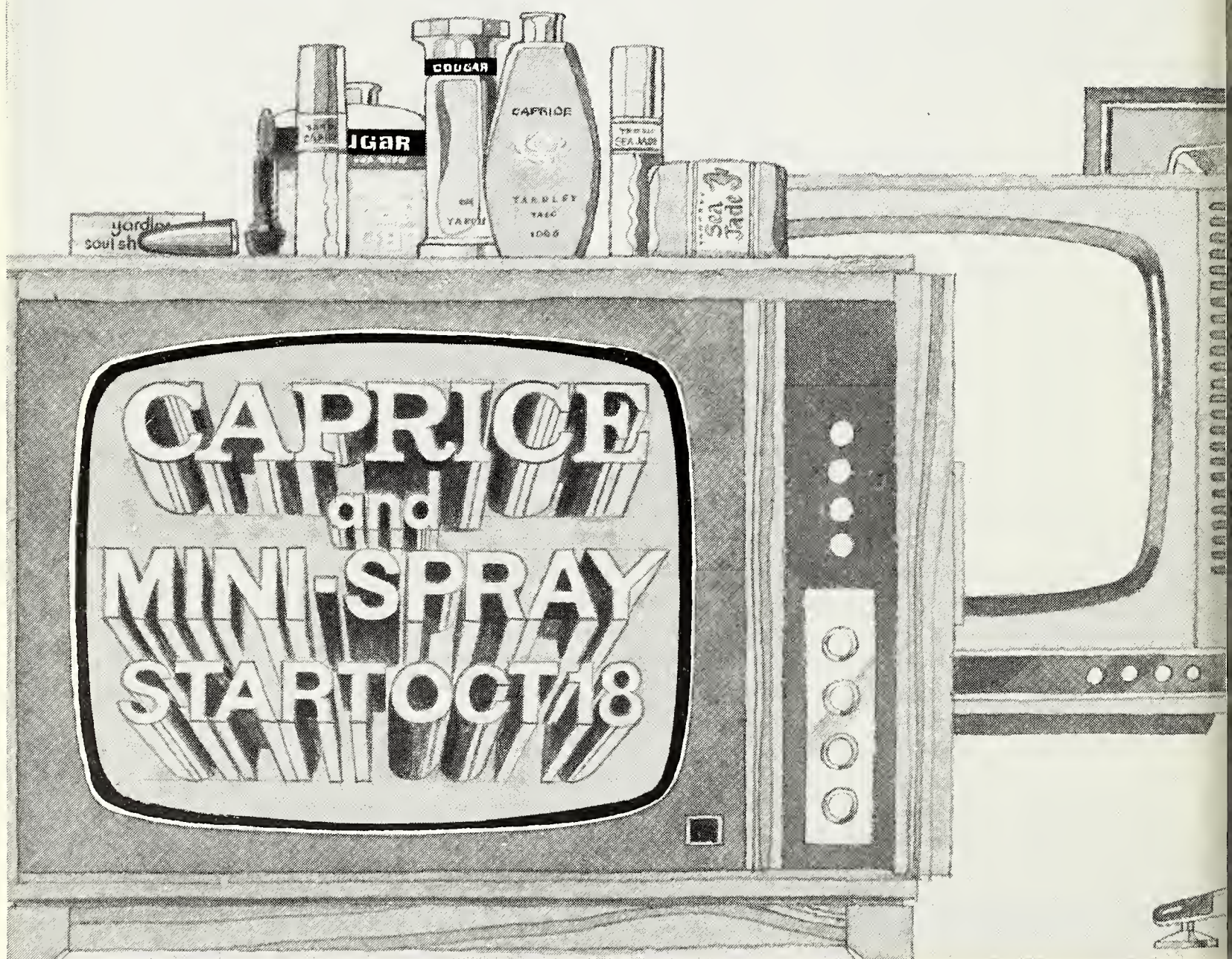
You could win

Caprice and Mini-Spray on TV
starting 18th October. (See first showing between 7.30 & 9.30 pm)

The beautiful girls in the Caprice & Mini-Spray commercials will be seen in peak-time spots spread over the next eight weeks.

When Yardley appears on TV, sales go zooming—we can prove it! With *two* Yardley films appearing on TV, you're in for a great time.

You could also win yourself a beautiful colour TV, too. Watch the films closely and enter the Yardley TV Competition.



bird-watcher

colour TV set

It's great fun to enter, great fun to watch. And it's going to sell a lot of Yardley.

Please read the competition rules carefully:

RULES The competition is open only to official Yardley stockists in the United Kingdom.

Relatives of and employees of the Yardley company and/or Yardley agencies are ineligible.

1 Prizes will be awarded to those competitors who, in the opinion of the judges, have submitted the correct order and composed the most apt ending to the sentence.

2 Only one entry per stockist will be allowed. Entries should be posted to: Television Competition, Yardley of London Ltd., 33 Old Bond Street, London W1X 4AP, by 31st December 1971.

3 No responsibility shall be taken for entries lost, delayed or damaged in the post, and proof of posting will not be accepted as proof of delivery.

4 Winners will be notified by post.

5 All entries become the property of Yardley of London Ltd.

6 Closing date for receipt of entries will be 31st December 1971.

7 Judges will be appointed by Yardley of London Ltd. and their decision is final. No correspondence can be entered into.

8 By entering the competition, competitors shall be deemed to have accepted and agreed to abide by the rules.

MINI SPRAYS CAPRICE SEA JADE COUGAR
SOUL SHIMMER LIPSTICK

Each of these Yardley commercials features one of the items listed below:

- | | |
|-------------------------|------------------------|
| a. Waterfall_____ | d. Backless Dress_____ |
| b. Gazebo_____ | e. Restaurant_____ |
| c. 'Tame it's not'_____ | |

Just indicate beside each item which commercial it appears in. When you have done this complete the phrase 'Yardley advertise on television because_____

Name

(not more than 24 words)

Address

CD3



STOCK BIOVITAL

*the vitamin tonic that's backed
by National Advertising*

Heavy advertising for Biovital is appearing right now. Big spaces in 13 top-circulation newspapers and magazines are already sweeping it into brand leader position.

Biovital is a top quality product which you can **safely** recommend to your customers. It sells **only** through chemists. You get 40% profit. No wonder it's received enthusiastic support from chemists everywhere. Make sure you have stocks to meet demand . . . it's a winner!

THE BIOVITAL FORMULA

Each 20 mls contain:

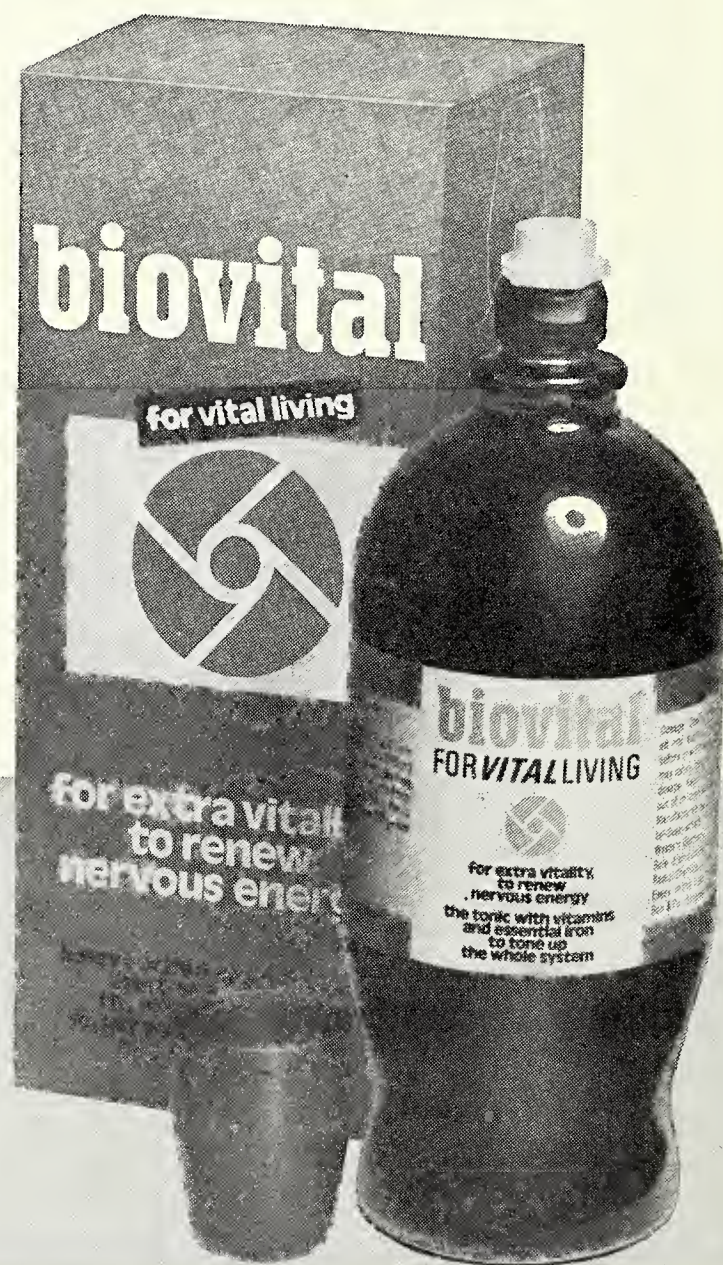
Vitamin B1—Hydrochloride 0.6 mg, Vitamin B2 (as Riboflavin—5'-Phosphate Sodium) 0.6 mg, Vitamin B6—Hydrochloride 1 mg, Nicotinamide 10 mg, Cyanocobalamin 2 mcg, Vitamin C 20 mg, Iron (as Sodium Ferric Citrate) 12 mg, Manganese (as Manganese Citrate . . . soluble) 0.06 mg.

PLACE YOUR ORDER TODAY!

biovital

RETAIL PRICE £1 YOUR PRICE 67p

Note: An extra discount of 10% is given on direct orders of 15 or more bottles of Biovital. Or 6 bottles with an order for Radian Products value £12 upwards.



U.K. Distributor: Radiol Chemicals Ltd., Stepfield, Witham, Essex, CM8 3AG. Tel: Witham 2538.



Continued from p 558

just right for Christmas parties." Colours can be chosen to match an outfit, from sparkling red, sparkling blue, sparkling green, sparkling bronze and sparkling silver. The colours may also be mixed.

One coat will achieve a subtle effect, two coats a stronger depth of colour and "masses of sparkle." Sparklers sell at £0.45.

Mary Quant has also remodelled Loads of Lash with a finer texture and put it in a new round pack (£1.75) (Mary Quant Cosmetics Ltd, Surbiton, Surrey).

Photographic

Agfa launch "smallest camera"

A new cartridge-load camera, claimed to be the smallest on the market, and which includes several unique features, is now available from Agfa-Gevaert.

The Agfamatric 100 Sensor has been designed around the 126 film cartridge and is thus not much larger than the film cassette. It incorporates the sensor release system for shake-free pictures, which has so far only been available in more expensive models; a cassette ejector—necessary because of the small size of the camera body, which is of sturdy metal construction; film and flash cube transport with only one lever wind, and a metal open-link chain replacing the usual wrist cord.

The Agfamatric 100 is being incorporated into two outfits, each including camera, CNS 126 colour print film, X-flash cube (for which no batteries are required) metal chain, and with the larger outfit of the two, a black camera case. Prices are £10.99 and £12.50 respectively.

Other features include a red signal in the viewfinder if the flash cube is already burnt out; two shutter speeds; 1/80-s and 1/40-s) plus automatic setting for flash exposure; and bright line viewfinder which ensures against overlap by means of a new four lens optical system.

The Agfamatric 100 is being launched simultaneously in all the major European countries.

Agfa-Gevaert are now marketing on its own, the Iso Pak IC camera (£4.63½). This camera, which takes the cassette loading 126 size film is being marketed in this manner to take account of the lower end of the 126 market, making an ideal gift for the junior photographer (Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex).

Home brewing

All-in-one can

Carters of Shipley are offering Canned Brew (£0.75) as the "all-in-one can" for home brewers. Available in bitter, mild, brown or lager types (Carters of Shipley, Glen Laboratories, Shipley, Yorkshire).

PROMOTIONS

Tabac on television

Tabac Original are launching their first national advertising campaign. There will be a television boost in London featuring Peter Wyngarde, star of "Department S" and the new Jason King series, in a campaign of 15- and 7-second films from November 23 to December 22—the peak selling period.

The campaign will be backed by advertisements in magazines reaching women who purchase 70 per cent of male toiletries—*Vogue*, *Honey*, *Petticoat*, *She*, *Good Housekeeping* and *Penthouse*.

The theme of the advertisement for both television and magazines is "Peter Wyngarde smells . . . great". Support material featuring Peter Wyngarde, includes merchandiser units and window bills.

A special Christmas bonus of a free 12 x 15cc Tabac Original after shave in a colourful merchandiser is offered with each merchandiser and support parcel ordered. There is a further free 12 x 15cc Tabac Original after shave with each subsequent support parcel ordered, plus an additional parcel of selected Tabac products available at 10 per cent discount (Distributors: Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Mon).

Ironplan outsells competitors

Ironplan, launched nationally on August 31, is already outselling all other iron products in chemists, according to John Chesney, product manager. He says that Ironplan became the number one in the four weeks following the national launch—with sales double those of any other iron product.

Ironplan has so far secured over 50 per cent distribution and support has been good from both multiples and independents, with one Lancashire pharmacy selling four dozen packs a week. Mr Chesney attributes that kind of sale to effective use of point-of-sale material and the massive national advertising and publicity campaign, plus a first-class product.

Press advertising support of Ironplan continues this month with spaces in the *Daily Mirror*, *The Sun*, *Daily Express*, *News of the World*, *People* and *Sunday Mirror* (Menley & James Laboratories, Welwyn Garden City, Herts).

Book offer with FDS

Alberto-Culver have announced a third send-away offer with FDS feminine deodorant spray. Copies of a new book, "On being a Woman", written by leading Canadian gynaecologist, Dr W. Clifford-Jones, are being offered at the special introductory price of £0.60, a saving of £0.30 on the usual price.

The book is available to customers buying FDS in 54g and 80g aerosol spray sizes, and the offer is made simultaneously with a launch by the publishers, William Heinemann.

Designed to remove "fear of the unknown", the 288-p illustrated book provides up to date information on a woman's



anatomy, body function and common ailments. Topics dealt with include sex and marriage, the "pill", new ideas on ageing, personal hygiene, and the menopause (Alberto-Culver Co, 44 Newington Causeway, London SE1).

Airwick's 'new ground' campaign

Jeyes say they are breaking new ground by advertising and promoting an air freshener this autumn. Their consumer research has shown that housewives are acutely aware of persistent smells such as cigarette smoke, and the need to dispel these is even greater when doors and windows are closed.

Their campaign emphasises this need, one advertisement urges consumers to "try the lavatory test" by setting an Airwick Solid in their lavatories, the other an ashtray full of cigarette ends, and explains how Airwick Solid will "get rid of the stale smell of last night's cigarettes."

The two themes will be appearing in full page advertisements in *Woman's Realm*, *Woman's Weekly*, *Woman and Home*, *Good Housekeeping*, and *She* magazines during October, November and December (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except Ln, M, WW, A, E

Andrews Liver Salts: Y

Askit powders: Sc, G

Famel adult cough syrup: All areas

Lucosade: All except E, CI

Macleans Freshmint: All except E

Protein 21 shampoo: All areas

Radox salts and Liquid Radox: All except U, E

Signal toothpaste: All except E

Sunsilk shampoo: All except E

Vosene: All except So, A, U, We, E

Yardley Soul Shimmer lipstick: All except Sc, A, G, E

Yeast Vite: All except So, E

TRADE NEWS

Metric chemical packings

From the beginning of next month Ilford Ltd, Ilford, Essex, will introduce packings of some of their most popular processing chemicals in metric sizes to replace and supplement the current range of packings in Imperial sizes.

Two new sizes of Microphen developer will be available, 10 litres and 35 litres; the 10-litre packing is an addition to the existing range of packs of this product, the 35-litre pack replaces the 5-gallon. For Bromophen developer a new 2.5-litre packing will replace the current 80-oz packing.

Other preparations to be affected are PQ Universal developer, Phenisol x-ray developer and replenisher in the current range. The range of packings of Phenisol developer will be supplemented by a new size, 2 litres.

Changes will also be made in the packs of Ilfoprint IA11 Activator and IS21 Stabiliser and Hypam Fixer.

It is anticipated that by the end of 1972 all Ilford chemicals will be supplied in metric packings.

Tablet change

John Wyeth & Brother Ltd, Maidenhead, Berks, announce in respect of Equanil 200mg tablets that a new tablet will be issued shortly which will be white and smaller than the present lemon yellow 200mg tablet. It will bear markings identical to the existing tablet, ie, 200/Wyeth shield. A back sticker will be on each bottle to advise pharmacists of the new size and colour. This is to help them in differentiating between Equanil 200mg and Equanil 400mg. There is no change in the formulation. The company add that all stocks of pack of Equagesic 10 are exhausted and no further orders will be accepted. The 100 pack is still available.

Addition to range

Three more fashion lashes for the Miss Eylure range, all Wash 'N Wear (£0.64), are: Tiddlywinks, a light natural lash for girls with smaller eyes, Flutters, for the



slightly bigger eyes and Tipsies, which are described as "designed for the girl who takes her clothes and make-up seriously and wants the latest look for her eyes as well".

In addition, there is a new see-through lash called Soft Points (£0.97) which are a softer and longer eye-lash but start thicker at the base and taper into a feathery style.

The Eylure range is distributed by Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Mon.

Duvadilan ampoules change

Duphar Laboratories Ltd, Telford road, Basingstoke, announce the immediate replacement of their present pack of 5 Duvadilan ampoules 2ml with a new pack of 6 ampoules (£0.55). The formulation is unchanged and each ampoule will contain 10mg isoxsuprine as before.

Discontinued

Pfizer Ltd, Sandwich, Kent, announce that although they have discontinued the 60ml bottle of Ultrapen syrup 62.5mg/5ml, Ultrapen continues to be marketed in the form of syrup 125mg/5ml in bottle of 100ml and as tablets in the strengths of 125mg and 250mg.

Keldon Ltd, Wadsworth Road, Perivale, Middlesex, advise that Noxzema instant shave is now withdrawn from offer.

Pregfol reformulated

The formulation of Pregfol capsules has been changed from 200mg to 270mg of dried ferrous sulphate BP to meet current opinion that a daily dose of 80mg is necessary for adequate prophylaxis against iron deficiency anaemia in pregnancy.

John Wyeth & Brother Ltd, Taplow, Maidenhead, Berks, state that the revised formula will ensure Pregfol capsules provide this requirement at a dose of one capsule daily.

Supply restriction lifted

E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex, state that Fungizone for infusion is again available for general supply, thus ending the restriction in past months to direct hospital orders only.

Emlab brewers' yeast products

As existing stocks of Rexall brewers' yeast, and iron and brewers' yeast, are exhausted, they will be replaced by 50's, 100's and 250's of Emlab brewers' yeast, and Emlab iron and brewers' yeast.

The 50's of each product will be packed in "eye-catching" display outers of one dozen. Available from Minnesota 3M Laboratories Ltd, Loughborough, Leics.

Earex supplies delay

Earex Ltd, Tulketh Street, Southport, Lancs, report a delay in delivering orders for Earex drops, swim plugs and dust and noise protectors. In apologising to customers, the company state that all orders will be dispatched as soon as possible. The current bonus offer is being extended.

Melrose distribution

J. Waterhouse and Co Ltd, Manchester, are now contract packing and distributing the Melrose skin tablet in the North of England. Roberts & Sheppey Ltd of Aylesbury continue to distribute in the South.



Economy-size cotton wool

Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8, are now introducing a new economy size pack of wool to extend their Lorel range of cotton wool products. At 300g (£0.17½), the new pack is four times greater in weight than the standard size (£0.08), which continues in production.

Anestan pack changes

Anestan bronchial tablets have been re-packaged in push-through strips, and the 60 and 180 packs increased to 64 and 184 respectively, with no increase in price. Crookes Anestan Ltd, Telford Road, Houndmills Estate, Basingstoke, Hants, now offer four sizes of Anestan—8, 24, 64 and 184 tablets.

New fragrance

Christy's hand and body lanoline (£0.29) has been given a new fragrance, "a delicate scent of Spring flowers with a top note of fresh lavender".

Thos Christy & Co Ltd, North Lane, Aldershot, Hants, point out that the preparation has an anti-bacterial and soothing effect on the skin and is ideal for use for babies.

Thicken Hair economy size

Nutress Laboratories have introduced an economy size of Thicken Hair (£0.49), containing 100cc, five times the capacity of the small phial for under three times the cost.

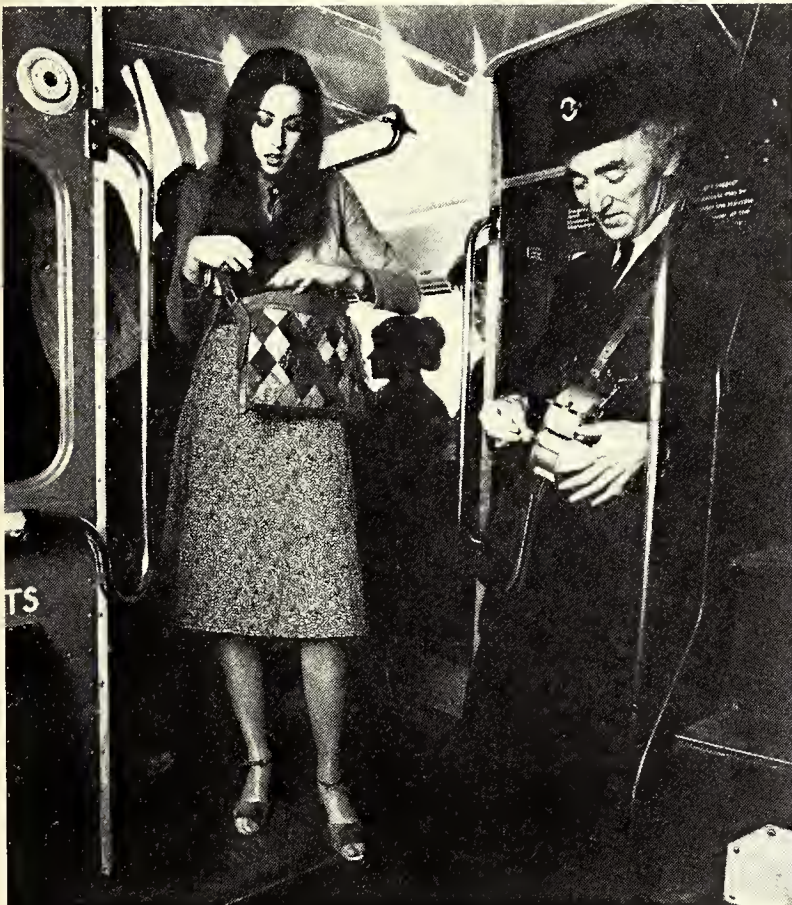
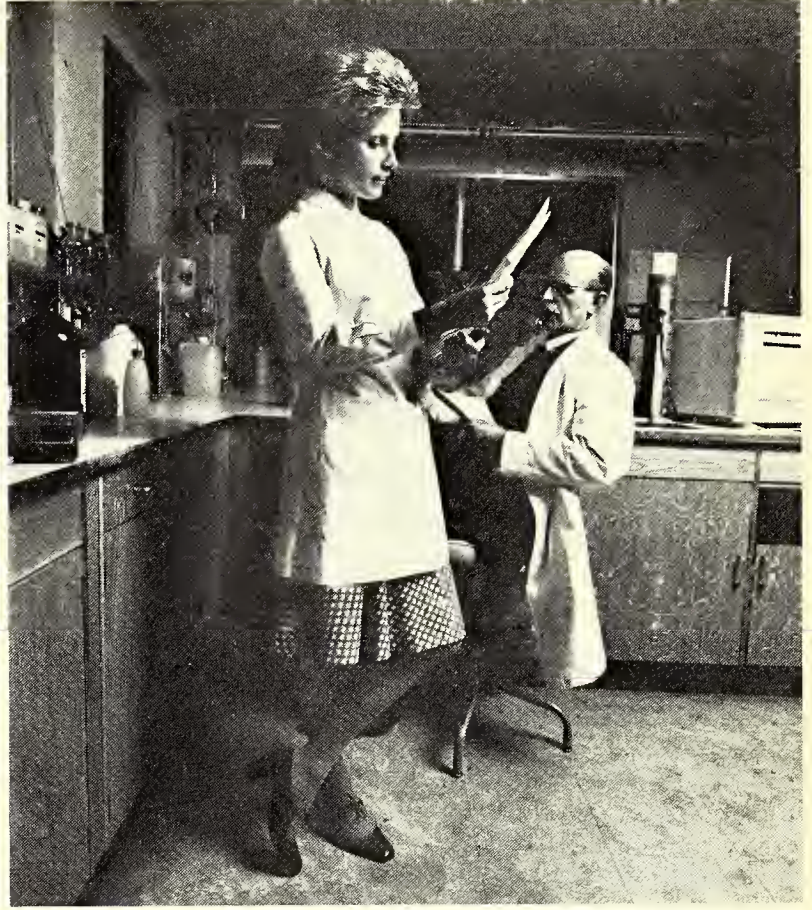
Thicken hair is currently being advertised in *Honey* and *19*, and will be advertised weekly from now until December in *Woman* and *Woman's Own*, and in *News of the World*. Distributors are Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.

Bonus offers

LR Industries Ltd, Hall Lane, London E4. Marigold Chic house gloves. 13 charged as 12, October 18 to December 31.

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. Thicken Hair new economy size (100cc). Twelve invoiced as ten.

Winthrop Laboratories, Winthrop House, Surbiton, Surrey. Lenium, boxes of 12 tubes or 36 sachets. 12 charged as 11 on orders for 2-4 boxes; 12 charged as 10 on orders for 5 or more boxes. Until October 31 (not available in Northern Ireland).



They solve a long standing problem.

Support tights don't have to look thick and ugly to do their job.

Our new Sheer-Support are made from Lycra to give them strength, and Tendrelle which makes them look as sheer and feel as soft and silky as our normal tights.

They come in the latest fashion shades and three sizes,

and you can sell them for around £1.25p.

For legs that need a little more help, you can offer our Tru-Support tights (just as soft and silky) at £1.75p.

Both of them are what a lot of women have been waiting for.

ALL PRICES SHOWN ARE RECOMMENDED RETAIL PRICES.

PP
PRETTY POLLY
SHEER SUPPORT
TRU SUPPORT

FALLOWFIELDS

TERMS OF BUSINESS

7%

Additional to normal trade discounts on all Kodak goods and most other lines including Agfa, Ilford, Perutz and Fuji film... and because purchase tax is calculated on our nett prices this means you get a discount of 7% off the normal purchase tax, 12½% discount on projector lamps.

FALLOWFIELD 'FLASH'

Stock up now with flashbulbs for Autumn and Christmas sales. Carton quantities of the most popular and fast-selling lines are as follow:

Type	Carton	Nett Price	Quantity Terms	NETT
AG1/B	200	35p for 10	Less than 1 Carton	
PF1/B	200	35p for 10	1-2 Cartons	5%
Cubes	60	48p for 3	3-5 Cartons	10%
Magicubes	20*	42p for 2	6-11 Cartons	15%
M3	180	34p for 6	12 Cartons or more	20%

* For quantity terms 40 Magicubes count as one carton

Philips Flashpack No. 8 comprising 42 cubes, 60 PF1/B and 60 AG1/B in Polythene picnic box. Nett: £10.92

1 Pack	5%
2-5 Packs	10%
6 Packs or more	15%

HEAD OFFICE:	60 St John Street, London, E.C.1.	01-253 7591
SOUTH EAST:	The Street, Poynings, Sussex.	Poynings 273
WEST:	Novers Hill Trading Estate, Bedminster, Bristol 3.	Bristol 668086
NORTH:	St. Bernard Mills, Gelderd Road, Gildersome, Nr. Leeds.	Morley 7971
MIDLANDS:	Westminster Industrial Estate, Measham, Leics.	Measham 8361

Jonathan
Fallowfield
LTD

PHOTOGRAPHY '71

Don't hibernate: use the winter

by Stanley Bowler

The last game of tennis has been played, the garden has been tidied up for the winter and all that now remains is to waste spare time sitting looking at the TV for the next few months. On the other hand, others might have developed an interest in hi-fi or cassette tape-recording, which is all very interesting—but it doesn't keep camera shutters clicking or movie cameras turning.

There is now strong competition for people's spending-money and for their leisure time. There isn't the slightest point in just standing about hoping that someone will evince an interest in indoor photography or film without any effort at all on your part. There are more than enough other shops in the High Street offering quite attractive alternative pastimes for the winter evenings. Musical instruments are enjoying a renewed vogue and, indeed, small electronic organs are sold in chain stores!

If that last comment seems irrelevant, there are now available relatively inexpensive movie cameras which can be coupled to cassette recorders for making simple sound-films. Why shouldn't the two pastimes be exploited together? It only needs a little thought and imagination to conjure up other compatible ideas with which photography and movie-making can be stimulated.

Winter campaigns

Over the past few years a number of manufacturers have run campaigns for winter flash-light photography . . . most cameras these days have provision both for flash-bulbs and for electronic flash—the latter can be bought for less than £10—so it cannot be claimed that it is outside the purchasing power of many people.

Similarly, most movie-cameras, especially those using Super 8 cartridges, have provision for using artificial light simply by plugging-in a self-contained unit into the top of the camera . . . there's no problem about the right kind of film to use because all of this is taken care of inside the camera and colour film is tailored to the job.

To get back to the most basic reason for the first purchase of any sort of camera—the arrival of a new baby—this is still in force during the winter months, for *all* babies are not born in the summer! Would it be so very difficult to encourage either or both of the parents to take pictures . . . one can think of such provocative comments as: "It'll be grown up before

you've got a picture of it." But, of course, you don't say "it"; you say, carefully, "he" or "she". And don't forget that, at that stage, the parents will be mainly concerned with feeding the child and changing nappies and so on, and will not want to be bothered about film-speed ratings, f/ numbers and shutter speeds. *Get a simple camera into their hands, preferably one with a drop-in cartridge system and an instruction leaflet that is simpler than the directions about using a telephone in a call-box.*

If they're worried about the use of flash, point out that the duration is so short and the total amount of light so relatively small in comparison with, say, sunlight, that it is extremely unlikely that it will do any harm to the baby's eyes. Even so, most camera instructions require the camera and its flash to be about five or six feet away from the subject for the best results.

Do not confuse

The key to successful selling here is to encourage but not confuse, to explain but not elaborate and to demonstrate with the confidence obtained from complete familiarity with the equipment and its handling. If you have to read the instruction leaflet before you can tell the prospective customer what it is all about, he or she will have no respect either for your salesmanship or your integrity.

Some people take winter holidays and this habit is increasing rapidly with greater amounts of leisure time. This "extra" holiday is usually taken abroad and no one, surely, should need to be enthused about taking pictures on an overseas vacation. But it is still true that many may not even have thought about taking a camera with them—they can always buy postcards and souvenirs, guides and pictures. But these are *impersonal*. Snapshots and movies should, and can, be the customer's own records of what he or she sees or does.

No one else can recapture precisely those first impressions, neither can they store those intimate memories of a visit to a foreign country.

And so one can go on through the catalogue of likely winter activities—babies, holidays and so on. The point of attack should always be from the personal point-of-view—the camera, still or movie, should be an extension of the customer's eyes—and of his ears too, if you want to include sound as well. People are not only interested in what they are doing but also



"Get a camera into their hands" is the first rule of photographic selling

in recording what they do. How much difference is there, really, between a written diary and a photograph or film recording day-to-day events?

The matter goes further than this—most people like to be able to recount to others what they have done and where they have been. What better than pictures to tell the story vividly?

But, as has been written in these pages many times previously, if you have no interest in these matters yourself you are certainly unlikely to persuade others about the tremendous interest and fun that can be obtained through photography and film-making.

Bird watching

Let's think about another winter interest—the birds that come to feed close to the window when natural foods are scarce and you put out crumbs and fat on a table for them. You need only provide some sort of curtain—almost any old piece of material will do—inside the window with a hole in it large enough to poke the camera lens and viewfinder through so that you can't be seen and disturb your guests. How much better to have a picture to show than merely to say "We had a speckled thrush among the sparrows this morning."

But all of these ideas need imagination to exploit—there's little point in just offering a camera for sale; perhaps not even doing any active selling, just leaving the camera in the window with a price tag on it. Photography and movie-making are alive; real activities that need to be encouraged. If you do not supply that encouragement you'll find that a likely customer has gone further up or down the street, or across the road and bought a new record-player and, instead of buying films, will be buying records or tapes in future.

PHOTOGRAPHY '71

Making the most of winter

With the advent of winter, one is led to imagine that the whole of the population of the British Isles retreats to its centrally-heated igloos and that the only prospect for photography would be "indoor shots". Although we moan and groan about our climate, there are a good many days in the winter months when the weather is at least as sunny and bright as it is in summer.

Let us start right at the beginning and look at a typical instruction sheet packed with either black-and-white or colour film—what do we find? A column for exposures of snow scenes! Surely the sensitive-material manufacturers, realists that they are, would not try to encourage anyone to attempt snow scenes if they were impossible to record?

However, winter photography—through lamp manufacturers' advertising campaigns and so on—has come to be associated with indoor photography where daylight is replaced by some form of artificial light.

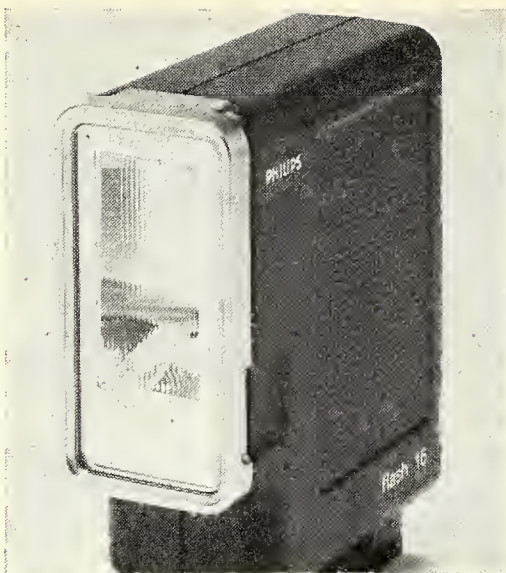
Flash devices

These days most cameras have provision for linking a simple flash-bulb device to the shutter of the camera, ie, synchronised-flash; many have provision for mounting a flash-cube directly on to the camera itself, synchronisation of shutter-opening with light-flash being assured by the internal electrical circuits of the camera. The newer ranges of camera, eg, the 126 Instamatic types, do not even need any electrical power for the flash-cube is mechanically ignited.

This point brings out one prime requirement for most flash photography, and that is the need for fresh batteries to "fire" the flash—there are more failures due to run-down batteries than almost any other cause. It is always worthwhile checking with the customer on this point because failure of the flash-bulb or flash-cube to fire (owing to the interlock between wind-on mechanism and shutter-release) means a lost picture and great disappointment.

At the same time, unless the user is experienced in replacing a flash-cube so that an unfired bulb comes into the correct position after wind-on, he may also "lose" one flash or more out of four in the cube. These failures lead to the comment that photography is expensive.

From expendable flash-bulbs or cubes we turn to electronic-flash which, although generally having a smaller output of useful light, can be less expensive in "cost-per-flash-picture" when a large number of exposures are made. Modern units are



The Philips Flash 16 will provide 50-60 flash shots

very small and compact and many of them will clip straight into the accessory shoe on the camera, with only a short synchronising cable between flash and camera. The larger types, approximating in output to expendable flash-bulbs, are often mounted on a bracket which also has provision for carrying the camera, so making an integrated unit. Whatever the type chosen, the whole assembly should be convenient to handle, reliable in operation and of minimum encumbrance, without trailing leads.

For this last reason, battery operated equipment, even if it is of the rechargeable type, is usually preferable to units which can be connected to the mains.

So much for units which provide an instantaneous flash of relatively high-intensity light and which, if of the "blue bulb" type, (this also applies to electronic flash) corresponds to daylight.

Photoflood sources

An alternative source of light for home photography is the photoflood. These bulbs, which are used on the household mains, have a BC cap—that is, the lamp has a metal cap corresponding to an ordinary domestic lamp bulb and may be used in an ordinary domestic light socket. The light output is considerably greater than an ordinary light bulb and this increase is only obtained at the expense of the life of the lamp. An ordinary domestic lamp has an expected life of about 1,000 hours; this sort only two hours.

For home picture making two or three of the ordinary lamps in a room can be temporarily replaced by photofloods which will provide enough light for snapshot exposures. Instructions about their use are freely available, so that little difficulty should be experienced in employing them in this way.

This type of lamp can also be used very successfully for home movie-making, although the tendency nowadays is to use a more modern type of unit which plugs into or clips on to the camera, or—as in the case of some flash units—is carried on a bracket assembly onto which the camera is also mounted. These newer

lamps may be referred to as QI—originally "quartz-iodine"—or now, more correctly, as tungsten-halogen.

Due to the advance in design this type of lamp is exceedingly compact and has the great advantage of retaining its original high output (without blackening of the bulb or envelope) until it expires. This means, in turn, that reflector fittings can also be reduced in size with a corresponding gain in efficiency of light concentration.

Movie-camera-mounted tungsten-halogen reflector lamps throw a pool of high-intensity light which is eminently suitable for small groups and intimate close-ups. There is an "artistic" limitation in that the light is mounted directly on the camera, but this is less relevant with colour film than with black-and-white. However, it is generally recommended that pictures of people should not be taken close to a background such as a wall, otherwise there will be hard, contrasting and confusing shadows cast upon it.

Most of the equipment and accessories that have been mentioned are relatively inexpensive, need very little technical knowledge to handle and use, and can extend the range of picture making—whether still or movie—throughout the winter months.

Olympic centre for Agfa-Gevaert

At a special Press centre to be set up for the Olympic Games in Munich next year, Agfa-Gevaert Ltd will deal with the processing of all black and white material, Agfacolor and Agfachrome films, for 350 accredited Press photographers.

Far-reaching preparations were necessary to ensure that this processing laboratory in the Press centre will be equipped for a world-wide service. The laboratory will cover an area of 12,000sq ft and be equipped so lavishly that 214,000 films of various sizes can be processed without difficulty during the Games.

During this time the water used by the laboratory will total about 130,610cu ft—equivalent to 81,400 gallons. The processing chemicals used will amount to 14,300 gallons. A football stadium could be easily covered with the quantity of photographic paper likely to be used.

About one third of the Press photographers will be able to work simultaneously at the Press laboratory and will find there dark-rooms, enlarging booths, processing facilities, work benches, and will be able to buy all the photographic materials they need to deal efficiently with the work in hand.

Agfa-Gevaert will provide all the colour film for world-wide television reports on the Games by the broadcasting companies amalgamated at the German Olympic Centre (GOC) for radio and television. A far-reaching technical development and maintenance service will also be set up by the group during the Games. These agreements have been reached between the GOC and Agfa-Gevaert.

NEW Kodak 'Instamatic' Cameras

simple as blinking



beautiful new style, bold new shape,
brilliant new sales appeal

We've taken a good look and made it better!
A whole new range of Kodak 'Instamatic' Cameras, styled for the age and as simple to use as ever. Look at the contoured silver finish and strong bold design.

Picture these cameras in your window.

With Christmas coming up and with massive backing in the press and on TV, new Kodak 'Instamatic' Cameras are going to mean business

— big business. So don't miss out, place your orders *now*!

Kodak 'Instamatic' 55-X Camera available as camera and wrist-strap only, or in outfit form complete with 'Kodacolor-X' Film, magicube and wrist-strap.

Other models available in outfit form only, complete with 'Kodacolor-X' Film, magicube and wrist-strap.

Kodak

Kodak, Instamatic and Kodacolor-X are trade marks.

Mr. Pinnick o would like 25 P for Ch

His shop is in a suburban street.
Two doors down from a row of
terraces.

It's not exactly the Bullring.

Yet so far this year, Mr. Pinnick has
sold nearly 50 Polaroid Swinger and
Colorpack 80 Cameras.

And reckons on needing at least
25 for Christmas.

Does he resort to the high pressure
tactics of an encyclopaedia salesman?

'Hardly,' says the mild mannered
Mr. Pinnick.

'I just wheel the customer out onto



"Polaroid" and "Swinger" are the trademarks of Polaroid Corporation, Cambridge, Mass., U.S.A. Polaroid (U.K.), Rosanne House, Welwyn Garden City, Herts.

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Price service

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PRICES
17p.27p.
49p.£1.70
from your
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AMENDMENT TO JUNE QUARTERLY PRICE LIST

The prices are given per unit unless otherwise stated. Bold upright figures (4) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Bold upright figures (0.14) is a tested guide.

Price advanced. *r* = Price reduced.

New entry. *d* = Delete.

Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
DESERT (2 Abbott)			
ange 2 g	0.60	..	†s4A
L (1530 Fisons)			
25 g	1.53dz	0.46dz	0.23
L (1599 Winthrop)			
ets 250	0.83	..	1.24%
1000	2.64	..	
PRIN (1305 WB)			
ets 25	0.14	..	0.21
100	0.44	..	0.66
500	1.76	..	2.64
COLIN (518 Glaxo)			
id new formula			
10 ml	0.68	..	0.09
50 ml	0.225	..	0.30
ck (671 Jeyes) existing entry			<i>d</i>
ICK (671 Jeyes)			<i>i</i>
psols, alpine, lilac			
ime, springtime			
283 g	1.90dz	..	0.21
ties wick	2.28dz	..	0.25
efill	1.90dz	..	0.21
d	2.36dz	..	0.26
CID (187 BS)			
drops †s4BTS			<i>i</i>
al spray †s4BTS			<i>i</i>
PAN (1352 Wyeth)			
m 40 g	0.135	0.04	0.22
LA (1364 HMS)			
o/colostomy bags 24	2.15		
adjustable elastic belt			
pr.	0.275		
CANDRA (1364 HMS)			
ostomy bags			
12 x 4 in	0.36		
12 x 5 in	0.40		
12 x 6 in	0.65		
12 x 8 in	0.75		
24 x 4 in	0.43		
24 x 5 in	0.43		
AMENTS (843 ML)			
plets 8	0.67dz	0.19dz	0.09
20	1.41dz	0.40dz	0.19
BEE (1071 Robins)			
psules with vit. C 15	0.28	..	0.42
ENBURY'S (34 A&H)			
ackcurrant pastilles			
1 lb	..	..	<i>d</i>

	Trade £.p	Tax £.p	Retail £.p
ALUDROX (1352 Wyeth)			
gel 200 ml	0.12	..	0.16
500 ml	0.27	..	0.36%
260	0.88	..	1.17
tablets	0.23	..	0.30%
500	1.32	..	1.76
ALUPHOS (1530 Fisons)			
gel 170 ml	1.41dz	..	0.17
2.25 ml	15.00dz	..	
tablets 50	1.50dz	..	0.19
ALUZYME (973 PYP)			
powder 125 g	2.50dz	..	
250 g	4.50dz	..	
tablets 500	2.60dz	..	
1000	4.65dz	..	
5000	1.85	..	
30000	10.60	..	
AMESEC (413 Lilly)			
Enseals 100	0.42	..	0.63 †s4A
500	1.88	..	2.82 †s4A
Pulvules 100	0.42	..	0.63 †s4A
500	1.88	..	2.82 †s4A
5000	18.29	..	27.44 †s4A
AMYTAL (413 Lilly)			
tablets 15 mg 500	0.26	..	0.39 †s4A
30 mg 500	0.33	..	0.50 †s4A
5000	2.86	..	4.29 †s4A
50 mg 500	0.43	..	0.65 †s4A
5000	3.77	..	5.66 †s4A
100 mg 100	0.17	..	0.26 †s4A
500	0.68	..	1.02 †s4A
5000	6.33	..	9.50 †s4A
200 mg scored			
100	0.30	..	0.45 †s4A
500	1.33	..	2.00 †s4A
and acetylsalicylic acid			
Pulvules 100	0.33	..	0.50 †s4A
and ephedrine Pulvules			
100	0.38	..	†s4A
ANAXERYL (115 Bengue)			
ointment 40 g	0.18	0.055	0.29%
ANDRE PHILIPPE (48 AP)			
bath essence 9	3.00dz	1.35dz	0.49
soap guest ovals (6) 31	2.50dz	0.75dz	0.36
Angel Face (256 CPL) existing entry			<i>d</i>
ANGEL FACE (256 CPL)			<i>i</i>
all-in-one make-up	2.32dz	1.045dz	0.35
blush & gloss	2.98dz	1.34dz	0.45
eye liner liquid	1.92dz	0.865dz	0.29
eye shadow cream	1.92dz	0.865dz	0.29
powder	1.92dz	0.865dz	0.29
fashion compact	2.59dz	1.165dz	0.39
refill	1.92dz	0.865dz	0.29
lipstick	2.32dz	1.045dz	0.35
liquid make-up	2.32dz	1.045dz	0.35
mascara automatic	3.18dz	1.43dz	0.48
ANGIER (172 BMCL)			
children's cold relief drink	0.115	0.035	0.20
ANGISED (208 BW)			
tablets 0.5 mg 100	0.16	..	0.24 †
500	0.54	..	0.81 †
ANTALBY (115 Bengue)			
suppositories, adult and			
child 6	0.25	0.07%	0.41 †s7
tablets 30	0.25	0.07%	0.41 †s7
ANTISTIN (262 CIBA)			
tablets 500	..	..	<i>d</i>
Antussin (976 PL) existing entry			<i>d</i>
ANTUSSIN (976 PL)			<i>i</i>
family formula 2 oz	2.205dz	..	0.23 †
4 oz	3.60dz	..	0.37%†
AQUAVIRON B12 (894 Nicholas)			
ampoules 1 ml 2	0.45	..	0.67%

	Trade £.p	Tax £.p	Retail £.p
ARTHRO-PAD (1127 Seton)			
(distributors 93BJ)			
support bandage small	0.50	..	0.75
medium	0.57	..	0.85
large	0.63	..	0.95
ASCOXAL (68 Astra)			
granules 60 g	1.52		
tablets 24	3.30dz	0.99dz	
144	1.38		
ASPRO (893 Nicholas)			
junior tablets 24	0.775dz	0.215dz	0.10
soluble 8	0.50dz	0.15dz	0.06%
24	1.20dz	0.36dz	0.15%
ASTRAFER I.V. (68 Astra)			
ampoules 5 ml 5	0.47		
ASTRAL (412 Elida)			
cream small	0.97dz	0.435dz	0.14
popular	1.47dz	0.66dz	0.22
family	2.65dz	1.195dz	0.40
economy	3.845dz	1.73dz	0.58
hp	5.77dz	2.595dz	0.87
A. T. 10 (1599 Winthrop)			
soap bath ..	0.895dz	0.27dz	0.11
solution 15 ml	1.20		
AURACET (1305 WB)			
eardrops 15 ml	0.16	0.05	0.29
200 ml	0.92	..	1.38
AURALGICIN (1530 Fisons)			
12 ml	2.06dz		†

RETAIN

all supplements July 24 to August 28 inclusive. They contain information that will not be repeated.

BACTRIM (1074 Roche)			
insert †s4BTS			
BARQUINOL HC (1530 Fisons)			
15 g	2.69dz	..	0.34 TS
BATHJOYS (1038 R&C)			
body shampoo sachet	1.785	0.535	0.06
(4 dz)	(4 dz)	(4 dz)	
bubble bath sachet	1.48	0.445	0.05
(4 dz)	(4 dz)	(4 dz)	
BAYCARON (452 FBA)			
tablets 25 mg 50	1.24	..	1.86
150	3.52	..	5.28
BAYOLIN (452 FBA)			
ointment 35 g	0.18	0.05	0.32
BEAR BRAND (1449 R&CFD)			
tub honey 8 oz	2.00dz	..	0.20
BENORAL (1599 Winthrop)			
caplets 0.5g 100	1.43	0.43	
suspension 20% 300 ml	1.77	0.53	
40% 300 ml	3.43	1.03	
BENVIL (113 Bencard)			<i>d</i>
BERKDOPA (117 BPL)			
tablets 500 mg 100	3.36	..	†s4B
500	16.40	..	†s4B
BERKFURIN (117 BPL)			
insert TS			

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Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent *Trade Mark

	Trade £.p	Tax £.p	Retail £.p	
BETADINE (878 Napp) antiseptic solution				
500 ml	1.35	..	1.80	
570 ml	..	..	d	
hydrocortisone cream				
25 g	0.95	..	1.27	TS
scalp lotion	100 ml	0.34	0.46	TS
120 ml	..	..	d	
surgical scrub	500 ml	1.62	2.16	
570 ml	..	..	d	
BIFURAN (1153 SKF) insert TS				
BIOTROL (1047 Rentokil) rodenticide	200 g	0.20	0.30	†
BLAINEZE (992 P&C)				
75 g	3.04dz	..	0.36	†
BOVAMAST (1352 Wyeth) cream (vet.)	1.27	..	1.69	TS
B-R (1023 Radiol) Bone Radiol	2.1	4.20	1.26	6.72
(horses and dogs)	..	..	d	
Brands (1114 SEF) existing entry			i	
BRANDS (1499 RHM)				
beef essence	2½ oz	2.21dz	..	0.24
chicken essence	2½ oz	2.21dz	..	0.24
BRICANYL (68 Astra)				
ampoules 1 ml	5	0.50		
tablets 5 mg	100	1.25		
BRIETAL SODIUM (413 Lilly)				
ampoules 100 mg	5	0.80	1.20	†s4A
0.5g/50ml	1	0.41	0.62	†s4A
2.5g/17.5ml	1	1.42	2.13	†s4A
2.5g/250ml	1	1.62	2.43	†s4A
5g/35ml	1	2.78	4.17	†s4A
BROCADOPA (192 Brocades) capsules 125 mg				
packs of 100	..	..	d	
BRONCHILATOR (1599 Winthrop) measured dose nebuliser				
12.5 ml	0.78	..	1.17	†s4B
refill	0.71	..	1.06	†s4B
BRONCHOLAN (1251 TTC) ointment	50 g	0.45	0.60	
BUDALE (346 Dales) tablets	100	6.00dz	†s4A	
500	2.00		†s4A	
BRONNLEY (194 Bronnley) country herb bath foam	..	..	0.58	
CALABAND (1127 Seton) (distributors 93BJ)				
zinc paste, calamine and urethane bandage	2.16dz	..	0.26	
CALABAND D (1127 Seton) (distributors 93BJ)				
zinc paste and calamine bandage	2.16dz	..	0.26	
CALCIUM RESONIUM (1599 Winthrop) powder	300 g	1.92	2.88	
CALMURID-HC (1497 PCBL) (distributors 1556 Farillon)				
cream	30 g	0.60	0.90	TS
CAMAY (1010 P&G) soap toilet	3.39	0.99	0.07	
(6 dz)	(6 dz)			
bath	3.25	0.95	0.10	
(4 dz)	(4 dz)			
CAMBERWICK GREEN (1351 WLU) toothpaste	1.47dz	0.44dz	0.20	
CARTERS (232 Carters) all-in-one canned brew	6.25dz	..	0.75	
herb care shampoo				
sachet	1.90	0.57	0.07	
(50)	(50)			
rosemary shampoo	1.35	0.405	0.05	
(50)	(50)			
vitamin C health drink ..	0.44	..	0.65	
CEDURAN (1237 Tillott) tablets	100	4.45	1.335	
Cerebos (242 Cerebos) CEREBOS (1499 RHM)			d	
CHAP-ANS (1071 Robins) hand cream	2.28dz	1.03dz	0.37	i
CITANEST (68 Astra) plain ampoules				
1.5% 25ml	0.28		†s4B	
vials 0.5% 20ml	0.62		†s4B	
50ml 0.25	0.29		†s4B	
1% 20ml 5	0.66		†s4B	
50ml	0.31		†s4B	
with adrenaline 1-250,000				
vials 0.5% 50ml	0.29		†s4B	
with adrenaline 1-200,000				
vials 1% 50ml	0.31		†s4B	
with adrenaline 1-300,000				
Citanest '30' 1.8ml	100	2.15	†s4B	
topical 4% 25ml	0.25		†s4B	
CO-DELTRA (837 MSD) CODIS (1037 Reckitt)			d	
tablets	500	1.60	2.00	†DDI
COJENE (1530 Fisons) tablets	35	2.14dz	0.64dz	0.29
COLDREX (976 PL) tablets	12	2.11dz	..	0.22
24	3.455dz	..	0.36	
tablets 12 and 24 (old formula)			d	

	Trade £.p	Tax £.p	Retail £.p	
COLLAR'n'CUFF (1127 Seton) (distributors 93BJ)				
roll	4 m	0.50	0.75	
COMET (810 Maws) haircutter	..	0.305	0.09	0.63
Regal	..	0.46	0.14	0.87½
blades	..	1.46	0.44	0.15
(20pkts)				
CONTAC 4 (835 M&J) lozenges	15	0.11	0.035	0.20
CONTAC 400 (835 M & J) capsules	6	0.21	..	0.28
12	0.36	..	0.48	
COOLSPRAY (115 Bengue) aerosol	208 g	0.25	..	0.33½
Coopers (200 B&P) COOPERS (315 CPC)			d	i
COOPERS (295 CM&R) warble fly liquid	1 gal	4.17	..	5.56
louse powder dredger	..	0.40	..	0.60
COOPEX (295 CM&R)			d	
CORIBAN (208 BW) 1 gal	18.60	..	24.84	
CORTIPHENICOL (346 Dales) ear drops	10 ml	1.06		TS
CORTIPIX (1530 Fisons) cream ½%	15 g	2.65dz	0.80dz	0.40
1%	15 g	3.88dz	1.16dz	0.62
CORTITRANE (1305 WB) cream	5 g	0.18	..	0.27
15 g	0.40	..	0.60	TS
lotion	15 ml	0.36	..	0.54
CORTITRANE-G (1305 WB) ointment	5 g	0.18	..	0.27
15 g	0.40	..	0.60	TS
COTY (301 Coty) smudge pots	..	0.23	0.104	0.45
CREAM SILK (412 Elida) hair conditioner	bottle	1.27dz	0.57dz	0.19
CREMALGEX (901 Norton) (distributors 1545 Vestric)				
tube	30 g	0.113	0.034	0.19

POISONS RULES

All preparations containing amphetamines are now also included in Schedule 1 in addition to the Fourth Schedule

CREMOSUXIDINE (837 MSD) insert †s4BTS				
CREMOTRESAMIDE (837 MSD) insert †s4BTS				
CROUPLINE (1068 Roberts) cough syrup	..	1.13dz	0.34dz	0.16½
..	..	2.24dz	0.67dz	0.32
CUTEX (256 CPL) Blinkers	..	2.53dz	1.24dz	0.45
CUTICURA (1491 Cuticura) hand cream	tube	3.08	1.35	0.15
(40)	(40)			
CUTISAN (346 Dales) liquid	45 ml	9.00dz	2.70dz	
ointment	30 g	9.00dz	2.70dz	
powder	80 g	9.72dz	2.92dz	
CVK (2 Abbott) capsules	250 mg			d
Cyclax (341 Cyclax) existing entry				d
CYCLAX (341 Cyclax) avacado cream	50 g	..	..	1.85
90 g	..	..	..	2.75
38 g	..	..	..	1.30
blushers/highlighters	..	..	..	1.30
cleansing cream	90 g	..	..	1.65
185 g	..	..	..	2.75
cleansing lotion	110 cc	..	..	1.10
230 cc	..	..	..	1.85
eye make-up automascara	..	..	..	1.10
refill	..	..	..	0.75
mascara block	..	..	..	0.75
shadows single	..	..	..	1.05
trosted trio	..	..	..	1.60
flower balm	110 cc	..	..	1.35
230 cc	..	..	..	2.20
foundation cream	28 g	..	..	1.50
Glamotint	40 cc	..	..	1.25
loose powder	85 g	..	..	1.30
massage cream gentle	50 g	..	..	1.60
90 g	..	..	..	2.50
super rich	50 g	..	..	1.60
90 g	..	..	..	2.50
medicated night mask	50 cc	..	..	1.45
milk of roses	50 cc	..	..	1.30
110 cc	..	..	..	1.85
Moistura	50 cc	..	..	1.65
nail cream	..	..	..	0.75
frosted	..	..	..	0.80

	Trade £.p	Tax £.p	Retail £.p	
Neojoven 10-min.treatment mask	38 g	..	..	2.25
all day face firmer	110 cc	..	..	3.25
cucumber soap	78 g	..	..	1.20
gentle toning lotion	110 cc	..	..	1.65
230 cc	..	..	..	2.75
neck firming cream	50 g	..	..	2.30
night/day cleanser	110 cc	..	..	1.95
230 cc	..	..	..	2.95
eye cream	28 g	..	..	2.10
face cream	50 g	..	..	2.30
90 g	..	..	..	3.45
total moist cream	50 g	..	..	2.00
90 g	..	..	..	3.20
lotion	110 cc	..	..	2.50
night cream	50 cc	..	..	1.75
pressed powder compact	..	..	..	1.75
refill	..	..	..	0.75
skin bracer	110 cc	..	..	1.10
230 cc	..	..	..	1.85
skin soap trio	234 g	..	..	1.25
CYTAMEN (518 Glaxo) ampoules '250' 5 x 1ml	0.12	..	..	0.16
'1000' 5 x 1ml	0.24	..	..	0.32
packs of 6	..	..	..	d
DALZOFOAM (1127 Seton) (distributors 93BJ)				
adhesive backed				
9 x 18in thin (4)	1.04	..	..	1.50
medium (4)	1.36	..	..	2.00
thick (4)	1.68	..	..	2.50
plain roll 36 x 18in thin	0.72	..	..	1.05
medium	1.04	..	..	1.50
thick	1.36	..	..	1.95
DARAPRIM (208 BW) elixir	60 ml	..	..	d
DEPOT-GLUMORIN (452 FBA) ampoules 40 bu	5	1.04	..	1.56
DEPOT-PROCAFIN (452 FBA) ampoules 2 ml	5	0.34	..	0.51
DEFLAMENE A (973 Pharmitalia) cream	10 g	0.26	..	TS
50 g	0.74	..	..	TS
ointment	10 g	0.26	..	TS
50 g	0.74	..	..	TS
DESIREE (Napoleon (48 AP)) Cologne	48 cc	1.47	0.66	3.20
96 cc	2.30	1.035	5.00	
175 cc	3.57	1.605	7.77	
perfume	10 cc	1.20	0.54	2.60
18 cc	1.75	0.79	3.80	
30 cc	2.75	1.24	4.90	
Dextrosol (200 B&P) DEXTROSOL (315 CPC) DIBISTIN (262 CIBA) cream	..	..	..	d
DIMYRIL (1530 Fisons) capsules	20	2.38dz	..	0.30
linctus	150 ml	3.50dz	..	0.44
DISTALGESIC (378 Dista) tablets	100	0.59	..	†s1
500	2.65	..	..	†s1
DISTIVIT (378 Dista) elixir	115 ml	0.18	..	
1000 ml	1.26	..	..
DIXARIT (145B) tablets	100	1.40	..	2.10
DOLOXENE (413 Lilly) Pulvules 65mg	100	0.92	..	1.38
500	4.14	..	..	6.21
compound-65	20	0.26	..	0.39
100	1.04	..	..	1.56
500	4.69	..	..	7.04
DOLVIRIN (452 FBA) tablets	dp20	0.16	..	0.24
Domestos (382 Domestos) DOMESTOS (756 Lever) regular	1.135dz	..	..	0.11
large	1.341dz	..	..	0.13
giant	1.64dz	..	..	0.16
old formula packs				d
DOSULFIN (501 Geigy) insert †s4BTS				
DRENISON (413 Lilly) cream	15 g	0.51	..	0.77
with neomycin	15 g	0.55	..	0.83
ointment	15 g	0.51	..	0.77
dp250	1.48	..	..	2.22
with neomycin	15 g	0.55	..	0.83
DRIANAPS (119Besso) napkin liners	2	0.19	..	0.28
DRUMMER (1068 Roberts) dyes	..	0.78dz	..	0.10
DURENATE (452 FBA) insert †s4BTS				
EASY (412 Elida) shaving stick refill	..	0.755dz	0.225dz	0.09

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ELAN-N (518 Glaxo)				FUCIDIN (747 Leo)				ICIPEN-V (649 ICI)			
drops 10 ml	0.75	..	1.00 TS	gel 10 g	0.35	..	0.53 TS	syrup 100 ml	0.30	..	0.45 TS
ON (1305 WB)				25 g	0.75	..	1.12½TS	tablets 300 mg	12	0.26	0.39 TS
50	0.20	0.06	0.36	ointment 10 g	0.33	..	0.49½TS	100	1.66	..	2.49 TS
100	0.38	0.115	0.68	25 g	0.72	..	1.08 TS	500	7.97	..	11.95 TS
500	1.32	..	1.98	Intertulle gauze				ICTHABAND (1127 Seton)			
1000	2.48	..	3.72	10 x 10 cm	0.40	..	0.60 TS	(distributors 93 BJ)			
50	0.22	0.065	0.40	FUCIDIN H (747 Leo)				zinc paste and ichthammol			
100	0.40	0.12	0.72	ointment 10 g	0.36	..	0.54 TS	bandage	2.16dz	..	0.26
300	1.00	..	1.50	25 g	0.77	..	1.15½TS	IMPERACIN (649 ICI)			
750	2.34	..	3.51	FURACIN (1153 SKF)				capsules	16	0.20	0.30 TS
(192 Brocades)				insert TS				100	1.17	..	1.75 TS
es 80 mg	1.77	..	†s4B	FURADANTIN (1153 SKF)				1000	10.34	..	15.51 TS
L (452 FBA)				insert TS				syrup	60 ml	0.20	0.30 TS
dp30	0.59	..	0.89 TS	FURAN (251 CD)				100 ml	0.31	..	0.46 TS
dp150	2.67	..	4.01 TS	insert TS				tablets	16	0.20	0.30 TS
				FURASOL (1153 SKF)				100	1.17	..	1.75 TS
				insert TS				1000	10.34	..	15.51 TS
SE (412 Elida)				FUROXONE (1153 SKF)				INSIDON (501 Geigy)			
ray ..	3.98dz	1.79dz	0.62	insert TS				tablets	100	1.02	..
ETH ARDEN (60 Arden)				GALE'S (1449 R & CFD)				30	..	..	†s4B
shield ..	..	..	1.20	honey set and clear	1oz	0.37dz	0.03½	INSULIN (147 Boots)			
AMANT (1528 Capucci)				½ lb	1.30dz	..	0.13	20 units	10 ml	0.15	0.20 †s7
aste ..	2.90dz	0.87dz	0.42	1 lb	2.18dz	..	0.22	40 units	5 ml	0.15	0.20 †s7
848 Minnesota)				7lb	1.195	..		10 ml	0.27	..	0.36 †s7
s yeast tablets 50	1.23dz	..	0.14½	GANTANOL (1074 Roche)				80 units	5 ml	0.27	0.36 †s7
100	1.87dz	..	0.22½	insert †s4BTS				10 ml	0.48	..	0.64 †s7
250	3.10dz	..	0.37½	GANTRISIN (1074 Roche)				globin zinc			
brewers yeast tablets				insert †s4BTS				40 units	5 ml	0.15	0.20 †s7
50	1.23dz	..	0.14½	GASTRILS (1154 SNP)				80 units	5 ml	0.30	0.40 †s7
100	1.87dz	..	0.22½	pastilles	24	0.25	0.45	isophane (N. P. H.)			
250	3.10dz	..	0.37½	240	2.10	0.075	3.78	40 units	10 ml	0.30	0.40 †s7
				GENACORT (1530 Fisons)				80 units	10 ml	0.60	0.80 †s7
E (1352 Wyeth)				cream/ointment 0.5% 5g				protamine zinc			
25 ml	0.11	0.035	0.18	1% 5g				40 units	5 ml	0.15	0.20 †s7
100 ml	0.285	0.085	0.46½	Gerber (200 B&P)				10 ml	0.30	..	0.40 †s7
(1114 SEF)				GERBER (315 CPC)				80 units	5 ml	0.30	0.40 †s7
EN (1499 RHM)				junior foods				zinc suspension (lente)			
ve biscuits	2	1.337dz	0.13½	fruits	6 oz	0.74dz	0.07½	40 units	10 ml	0.30	0.40 †s7
	36	3.27dz	0.33	GERMAINE MONTEIL (1486 GM)				80 units	10 ml	0.60	0.80 †s7
FRAM (1530 Fisons)				Super Moist body fluff				amorphous (semilente)			
OMIDE (291 Consolidated)				face cream	1.66	..	2.50 i	40 units	10 ml	0.30	0.40 †s7
†s4BTS				hair lotion	1.66	..	2.50	80 units	10 ml	0.60	0.80 †s7
BORB (1352 Wyeth)				GIBBS (412 Elida)				crystalline (ultralente)			
s (vet.)	50	0.80	1.06½TS	dentifrice	..	0.69dz	0.205dz	40 units	10 ml	0.30	0.40 †s7
250	3.75	..	5.00 TS	GINETRIS (227 Erba)				80 units	10 ml	0.60	0.80 †s7
OL (452 FBA)				vaginal tablets	24	1.42	2.13 TS	Nuso			
ales 10 ml	5	0.66	0.99	GIN-FIZZ (Lubin (957 Perl))				40 units	10 ml	0.30	0.40 †s7
25	3.00	..	4.50	eau de toilette opaline				80 units	10 ml	0.54	0.72 †s7
LAUDER (425 ELC)				620	..	..	3.50	INSULIN (1566 Farillon)			
dry skin astringent	..	..	2.20	621	..	..	5.25	novo Actrapid			
up mask	..	..	2.10	GIVENCHY III (1589 Givenchy)				40 units	10 ml	0.26	0.35 †s7
IN (1154 SNP)				perfume	½ oz	..	2.40	80 units	80 ml	0.49	0.65 †s7
rous	500 g	0.45		¾ oz	..	..	4.30	novo lente			
ous	4 k	2.60		½ oz	..	..	6.55	40 units	10 ml	0.30	0.40 †s7
	500 g	0.35		1oz	..	..	10.55	80 units	10 ml	0.60	0.80 †s7
	4 k	1.70		2oz	..	..	15.85	novo semilente			
ORIN (1599 Winthrop)				toilet water	60 cc	..	2.40	40 units	10 ml	0.30	0.40 †s7
15 ml	0.20	..	0.30 †	110 cc	..	..	3.35	80 units	10 ml	0.06	0.80 †s7
E (443 Eylure)				220 cc	..	..	5.75	novo ultralente			
ake-up remover	1.94dz	0.85dz	0.32	GLUCAGON (413 Lilly)				40 units	10 ml	0.30	0.40 †s7
lens N'Curl	1.94dz	0.85dz	0.32	ampoules dry powder				80 units	10 ml	0.60	0.80 †s7
x	1.94dz	0.85dz	0.32	1mg	1	1.10	1.65	novo protamine zinc			
olish remover	1.94dz	0.85dz	0.32	10mg	1	5.89	8.84	40 units	10 ml	0.30	0.40 †s7
ISTIN (452 FBA)				GLUMORIN (452 FBA)				80 units	10 ml	0.53	0.71 †s7
nion	100 ml	0.29	0.44 †s7	tablets 30 bu	100	2.87	4.31	novo Rapitard			
s 0.05 g	20	0.20	0.30 †s7	GROSSMITH (545 Grossmith)				40 units	10 ml	0.35	0.47 †s7
250	2.41	..	3.62 †s7	talcum white rose and				80 units	10 ml	0.69	0.92 †s7
AX (1068 Roberts)				cucumber	2.04dz	0.89dz	0.35	novo B. P.			
ts	..	0.55dz	0.16dz	G. T. 50A (503 G)				20 units	10 ml	0.15	0.20 †s7
	..	1.10dz	0.33dz	G. T. 50B (503 G)				40 units	10 ml	0.27	0.36 †s7
GETS (1599 Winthrop)				GUANIMYCIN (34 A&H)				80 units	10 ml	0.48	0.64 †s7
ges	20	0.12	0.18	insert †s4BTS				INTAL (1530 Fisons)			
OL-G (228 Carlton)				HAELAN (378 Dista)				Spin caps	30	21.26dz	2.66
220 ml	0.40			cream/ointment	60 g	0.61	TS	50	33.29dz	..	4.16
(117 BPL)				HAELAN-C (378 Dista)				compound	50	33.29dz	4.16 †
ts	500			cream/ointment	30 g	0.41		IVERSAL (452 FBA)			
AVAX (208 BW)				HALMAGON (801 MP)				lozenges 10 mg	16	0.09	0.14
ules	1 ml	0.60	0.90	HEATHERCLEAN (588 H&H)				JECTOFR (68 Astra)			
10 ml	5.00	..	7.50	small	0.98dz	0.29dz	0.15	ampoules 100mg x 2ml			
NA (51 ACP)				large	1.63dz	0.48dz	0.25	10	1.55		
gel	0.60	0.27	1.25	HEMINEVRIN (68 Astra)				100	14.03		
age glove	0.90	0.27	1.65	capsules	100	2.67	†s4B	syringe pack 2ml	10	2.34	
AREL (472 Fontarel)				injection/infusion				JECTORAL (68 Astra)			
arin Cologne aerosol	..	..	0.99	solution vial	100 ml	0.53	†s4B	tablets	100	0.58	
YCORT (1530 Fisons)				bottle	500 ml	1.97	†s4B	JECTORAL F (68 Astra)			
n	20 ml	6.19dz	0.78 TS	tablets	100	2.67	†s4B	tablets	30	0.33	
ment	15 g	6.25dz	0.70 TS	HEWLETT (68 Astra)				JOHNSONS (673 JoffH)			
halmic	3.5 g	2.06dz	0.26 TS	antiseptic cream	tube	1.19dz	0.36dz	Agfacolour processing outfit			
le eye/ear drops	5 ml	3.63dz	0.45 TS	400 g	0.59			developer outfit	1.50	..	2.25
				3 k	3.34			0.745	..	..	1.12
				teething jelly				KAOVAX (901 Norton)			
YGEN (1530 Fisons)				HIPREX (1061 Riker)				insert †s4BTS			
m	15 g	3.00dz	0.37 TS	tablets	100	2.00	3.60	KAYKILL (1068 Roberts)			
halmic	3.5 g	1.25dz	0.16 TS	HISTADYL E. C. (413 Lilly)				rodenticide drum	No.1	0.85dz	0.10½
le eye/ear drops	5 ml	2.81dz	0.35 TS	syrup	450 ml	0.51	0.92 †s7DDI	No.2	1.63dz	..	0.21
le powder	500 mg	12.75dz	1.59 TS	2.251	2.25	0.68	4.06 †s7DDI	bag	No.3	0.45	0.70
ets 500 mg	20	56.25dz	7.04 TS	HOT PANTS (1131 Shulton)				No.4	0.93	..	1.42½
100	217.50dz	..	27.19 TS	come clean body foam				KAY'S (1068 Roberts)			
YSPRAY (1530 Fisons)				185 cc	6.04dz	1.76dz	0.95	linseed compound	..	0.89dz	0.13
sol	110 g	22.13dz	2.76 TS	cool off Cologne	185 cc	5.44dz	0.95	..	1.85dz	0.56dz	0.26½
H'n DAINTY (506 Gerhardt)				foam in bath bubbles				KELFIZINE (973 Pharmitalia)			
r de lis spray	120 g	2.52dz	1.135dz	185 cc	4.76dz	1.40dz	0.75	insert †s4BTS			
				jet spray Cologne	48 g	4.88dz	2.14dz	KELFIZINE W (973 Pharmitalia)			
							0.85	insert †s4BTS			

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baby pants (elastic leg)																METANIUM (115 Bengue)																tablets 2.6 mg																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
L (115 Bengue)	50	0.20	0.06	0.33	PHARMATON (1564 Pharmaton) (distributors 1545 Vestric)					PYOPEN (1393 BRL)		
ER (49 A & V)	25	0.15	..	0.20	capsules	30	1.20	0.36	2.16 †	infusion set	19.79	TS
F (262 CIBA)					100	3.60	1.08	6.48 †		QUINABAND (1127 Seton)		
†s4BTS					hair tonic	1.50	0.675	2.93		(distributors 93BJ)		
E (1145 Sirex)					royal bath	1.35	0.61	2.63		zinc paste and iodochloro-	2.16dz	.. 0.26
on placentaire	..	..	..	2.65	skin activator	2.00	0.90	3.90		hydroxyquinoline	..	..
ur le corps	..	..	..	1.70	PHENOLAIINE (974 PC)					REACTIVAN (1556 Farillon)		
liquid	..	..	..	1.70	eye drops	10 ml	0.18	..	0.27 †	tablets	100	1.20 0.36 †s4B
ol	..	..	..	1.45	100 ml	0.40	..	..	0.60 †	REBAN (525 Golden)		
OT (542 FBA)					pure	0.50	..	..	0.65 †	shampoo	1.23	0.37 0.09
ision 500 ml	0.88	..	..	1.32	PHILIPS (977 PE)					(2 dz)	(2 dz)	
OR GIRL (876 MP)					toothbrush	2.45	0.72	3.99		REGENERANS (1251 TTC)		
lip glossies	1.06dz	0.475dz	0.17		hair dryer					drops	20 ml	0.45 .. 0.60
skin perfume mini	0.89dz	0.40dz	0.15		Comfort special	5.75	1.68	9.35		RENOTIN (1498 L&SL)		
INE (1303 Wander)					health lamps					cream	50 g	0.68 .. 0.91 †s1DDI
te rates minimum order direct					Infraphil HP3608	4.46	..	5.95		450 g	3.98 .. 5.30 †s1DDI	
er milk chocolate,					PHILLIPS (978 PYP)					felt	..	1.15 .. 1.53
in chocolate	1.26dz	0.225dz			iron tonic tablets	50	1.10dz	..	0.12½	RESOCHIN (452 FBA)		
el nut	1.37dz	0.245dz			100	1.86dz	..	0.21		tablets	100	0.91 .. 1.37
M (824 MCP)					PHYSEPTONE (208 BW)					RETENEMA (518 Glaxo)		
ules 5 mg	10	0.76	..	1.14 †s1DD	injection 10mg x 1ml	5	0.20	..	0.30 †s1DD	Betnovate retention enema		
	100	6.84	..	10.26 †s1DD	100	3.52	..	5.28 †s1DD		7 x 100 ml	1.89	.. 2.52 TS
10 mg	10	0.98	..	1.47 †s1DD	tablets 5 mg	100	0.24	..	0.36 †s1DD	REVONAL (1556 Farillon)		
	100	8.68	..	13.02 †s1DD	500	0.90	..	1.35 †s1DD		tablets	250	2.50 .. †s4B
itories	10	0.96	..	1.44 †s1DD	PHYTEIA (1251 TTC)					RHINAMID (115 Bengue)		
s 5 mg	100	1.98	..	2.97 †s1DD	rheumatism ointment	50 g	0.45	..	0.60	33 ml	0.19	.. 0.25½†s4BTS
25	..	..	..	d						200 ml	0.50	.. †s4BTS
EX (930 P&B)					PITON (917 Organon)					ROBERTS (1068 Roberts)		
es	100 g	0.94			powder 1000 units vial	1.00	..	1.50		aspirin B.P.	25	0.30dz .. 0.03½
es	500 g	3.44			PIXYL (1530 Fisons) 25 g	1.46dz	0.44dz	0.23		100	0.67dz	.. 0.08
EX V (930 P&B)					PLACADOL (1305 WB)					children's soluble	30	0.67dz 0.20dz 0.10
es	100	0.88			tablets	20	0.28	..	0.42 †s1DD	glycerine lemon & honey	70 ml	0.84dz 0.25dz 0.12
es	500	3.65			100	1.20	..	1.80 †s1DD		glycerine lemon & ipecac	70 ml	0.86dz 0.26dz 0.12½
er	100 g	1.48			PLANTGROW (463 Fisons)					70 ml	0.96dz 0.29dz 0.13½	
es 60 mg	250 g	3.46			handy	0.16	..	0.24		Indian brandee	70 ml	0.96dz 0.29dz 0.13½
	100	0.36			large	0.32	..	0.48		liquid paraffin	225 ml	1.15dz .. 0.13½
te	500	1.16			extra large	0.645	..	0.97		olive oil B.P.	71 ml	0.93dz .. 0.11
	100	0.64			PLAQUENIL (1599 Winthrop)					white petroleum jelly B.P.	48 g	0.56dz .. 0.06½
	500	2.48			tablets	100	2.50	..	3.75	48 g	0.56dz	.. 0.10
ODOL (1530 Fisons)					POLAROID (989 Polaroid)					105 g	0.84dz	.. 0.17½
is	10	1.21dz	0.36dz	0.19 †DDI	sunglasses					190 g	1.47dz	.. 0.17½
is	100	10.88dz	..	0.15 †DDI	clip-ons 173; 183;					zinc & castor oil cream	28 g	0.61dz .. 0.07½
diatric	10	1.03dz	0.31dz	0.15 †DDI	1131; 1132	1.15	0.02	1.75		28 g	0.61dz	.. 0.07½
	100	4.94dz	..	†DDI	metals 223; 223T;					55 g	0.92dz	.. 0.11
EINE (1115 Scotia)				i	4111; 4114	1.82	0.02	2.75		100 g	1.38dz	.. 0.16
is	20	2.30dz	..	0.28	424; 424T; 664; 664T;					hair cream	..	.. .. d
is	100	10.20dz	..		4128	2.15	0.02	3.25		ROBINSONS (1449 R&CFD)		
	500	4.00			6104	2.49	0.02	3.75		baby rice	6 oz	1.10dz .. 0.11½
HOR-MONE (413 Lilly)					4109	1.65	0.02	2.50		high protein cereal	4 oz	1.195dz .. 0.12½
ules	1	4.45	..	6.68	plastics 630	0.99	0.02	1.50		mixed cereal	6 oz	1.10dz .. 0.11½
LE (346 Dales)					640; 8109	1.32	0.02	2.00		ready cooked groats	6 oz	1.10dz .. 0.11½
is	500	2.25		†s1DDI	8123	1.65	0.02	2.50		ROCCAL (1599 Winthrop)		
CETYL (417 EPL)					552; 8120; 831	1.99	0.02	3.00		antiseptic	170 ml	0.10 .. 0.15
is	100	0.50	0.19	1.03	366; 367	2.15	0.02	3.25		450 ml	0.24	.. 0.36
LIUM (521 Glenwood)					POLY (721 LC)					2.25 l	0.71	.. 1.06½
es 3 g	100	2.84	..	3.79	pre-colour	2.66dz	1.195dz	0.42		RONSON (1079 Ronson)		
er	500 g	3.82	..	5.10	POLYALK (489 Galen)					electric shaver	RS45	6.27 1.88 10.53
s 0.5 g	1000	4.32	..	5.76	tablets	100	1.08			RYNACROM (1530 Fisons)		
SON (673 J of H)					POTABA (521 Glenwood)					capsules	100	3.15 .. 4.72½
auto print washer	..	..	..	15.49%	capsules 0.5 g	240	2.96	..	3.94	insufflator	0.47	.. 0.70
us finder	..	..	..	4.51%	1000	11.14	..	14.85		SANAMYCIN (452 FBA)		
RAL (1352 Wyeth)					Envules 3 g	40	3.27	..	4.36	ampoules 200 mg	5	2.74 .. 4.11
(vet.)	10 ml	0.61	..	0.81½TS	tablets 0.5 g	120	1.30	..	1.73	SANATOGEN (1530 Fisons)		
50 ml	2.21	..	..	2.94 TS	1000	8.96	..	11.95		multivitamins plus iron	120	9.60dz .. 1.20
THAL (2 Abbott)					POTABA + 6 (521 Glenwood)					SAUNA (957 Perl)		
ampoules with					capsules 0.5 g	240	3.06	..	4.08	sack	..	12.30dz 3.69dz 1.93
ml water	5	0.48	..	†s1s4A	1000	11.23	..	14.97		sack of soap (3)	..	6.00dz 2.70dz 0.90
25	1.96	..	..	†s1s4A	tablets 0.5 g	120	1.39	..	1.85	SAVLON (649 ICI)		
with 20 ml water	5	0.60	..	†s1s4A	1000	9.08	..	12.10		antiseptic cream	15 g	0.80dz .. 0.10
25	2.52	..	..	†s1s4A	PRICE'S (1005 Price)					30 g	1.24dz	.. 0.15
without water	50	3.22	..	†s1s4A	night lights					60 g	2.10dz	.. 0.25
ampoules with					child's 8-hour	(10)	4.80			120 g	3.55dz	.. 0.41
ml water	5	0.76	..	†s1s4A	(3dz)					baby care cream	50 g	1.60dz .. 0.20
25	3.08	..	..	†s1s4A	Calorettes	(12)	5.80			gift box	..	6.50dz 1.79dz 0.95
without water	50	4.34	..	†s1s4A	(4dz)					lotion	230 ml	2.10dz 0.945dz 0.33
with					Palmitine Star	(10)	6.88			shampoo	100 ml	1.52dz 0.46dz 0.22
0 ml water	5	1.95	..	†s1s4A	Pyramid	(8)	2.00			talcum	100 g	1.06dz 0.32dz 0.15½
without water	10	2.10	..	†s1s4A	Sentinel	(10)	4.80			barrier cream	50 g	1.18dz 0.355dz 0.17
with										liquid	112 ml	0.64dz 0.195dz 0.09½
0 ml water	5	2.55	..	†s1s4A	PRIMPERAN (117 BPL)					225 ml	1.09dz 0.33dz 0.16½	
without water	10	3.30	..	†s1s4A	ampoules 10 mg/2 ml					450 ml	1.80dz 0.54dz 0.27	
DREN (262 CIBA)					10	0.56	..	0.84 †s4B		5 l	1.075 0.325 1.68½	
ets 25 mg	25	..	..	d	syrup	100 ml	0.41	..	0.62 †s4B	SCHERK (957 Perl)		
957 Perl)				i	tablets 10 mg	20	0.48	..	0.72 †s4B	moisture cream	..	.. .. d
ug foam bath					100	2.30	..	3.45 †s4B		SECONAL (413 Lilly)		
380 cc	1.60	0.48	2.95		PRIODERM (1007 PL)					sodium Pulvules		
750 cc	2.60	0.78	4.80		lotion	55 ml	2.10dz	..	0.26½	50mg	100	0.26 .. 0.39 †s1s4A
pearls (500)	..	0.81	3.50		PROCAFIN (452 FBA)					500	1.14	.. 1.71 †s1s4A
jug Cologne	100 cc	1.00	0.45	1.95	ampoules 2 ml	5	0.29	..	0.44 †	100mg	100	0.39 .. 0.59 †s1s4A
200 cc	1.50	0.675	2.95		PROCOL (835 M & J)					500	1.84	.. 2.76 †s1s4A
380 cc	2.00	0.90	3.90		Spansule capsules	8	0.24	..	0.32 †	5000	17.59	.. 26.39 †s1s4A
LAGAR (1352 Wyeth)					PROMINAL (1599 Winthrop)					Seleen (2 Abbott) existing entry		d
	200 ml	0.135	0.04	0.22	tablets 30 mg	100	0.18	..	†s1s4A	SELEEN (2 Abbott)		
	500 ml	0.265	0.08	0.43½	60 mg	100	0.24	..	†s1s4A	veterinary suspension		
dp 6 x 500 ml	1.59				200 mg	100	0.50	..	†s1s4A	100 ml	0.26	.. 0.39
RANE (1305 WB)					PRO-VIRON (1479 SCL)					500 ml	0.82	.. 1.23
	25 g	0.16	..	0.24 †	tablets 25 mg	50	2.30	..				

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
SELSUN (2 Abbott) dandruff treatment				STREPTAQUAINE (378 Dista)				TRIO-KIT (1154 SNP)			
25 ml 0.60	0.18	0.18		1.0g/2ml 5 0.36	..	..	0.54 TS	contact lens kit			
(½dz) 1.10	0.33	0.33		STREPTOMYCIN (378 Dista)				standard TK3	1.20	0.19	1.79
50 ml 1.10	0.33	0.33		sulphate 0.1g 10 0.45	..	..	0.68 TS	de luxe TK4	2.25	0.56	3.56
(½dz) 1.03	0.31	0.61½		1.0g 5 0.36	..	..	0.54 TS	TSABRA (1387 L of L)			
100 ml 1.03	0.31	0.61½		STROMBA (1599 Winthrop)				cotton wool 75 g	0.12	..	0.18
(½dz) 1.40	0.42	0.07		tablets 5 mg 50 1.79			†s4B	110 g	0.15	..	0.23
sachet 1.40	0.42	0.07		200 6.16			†s4B	TUBIFOAM (1127 Seton)			
SENOKOT (1037 Reckitt)				SUCCINYL SULPHATHIAZOLE (971 PSMB)				(distributors 93BJ)			
granules 900 g 1.58	..	..	2.25	insert †s4BTS				dressing (12)	550	0.74	1.10
syrup 500 ml 0.75	..	..	1.12	SUCRETS (837 MSD)				551	0.74	..	1.10
tablets 200 4.44dz	..	..	0.54	24 1.32dz	0.395dz	0.20		552	0.74	..	1.10
1000 1.28	..	..	1.80	SULFAPRED (1301 WM)				554	0.94	..	1.40
SEOMINAL (1599 Winthrop)				insert †s4BTS				555	0.94	..	1.40
tablets 100 0.98	..	..	†s1s4A	SULFASUXIDINE (837 MSD)				556	1.20	..	1.80
500 4.73	..	..	†s1s4A	insert †s4BTS				single tubes 574,575	1.00dz	..	0.12
SEPTRIN (208 BW)				SULFATHALIDINE (837 MSD)				576,577	1.20dz	..	0.15
insert †s4BTS				insert †s4BTS				578	1.44dz	..	0.17
SETON (1127 Seton)				SULFEX (1153 SKF)				TUBIGRIP (1127 Seton)			
(distributors 93BJ)				insert †s4BTS				(distributors 93BJ)			
Coloset colostomy bags				SULPHADIAZINE (837 MSD)				radial pressure bandages			
30 x 10cm 100 4.00				insert †s4BTS				10m rolls	G3	1.54	2.20
30 x 12.5cm 100 4.40				SULPHADIAZINE (971 PSMB)				G4	2.28	..	3.25
20 x 14cm 100 4.00				insert †s4BTS				G4RT	2.63	..	3.75
12.5 x 12.5cm 100 4.00				SULPHAMAGNA (1352 Wyeth)				G4X	2.63	..	3.75
Imperial sizes				suspension (vet.)				G5	2.96	..	4.25
dermatological gloves				500 ml 0.94	..	..	1.25 †s4B	G6	3.36	..	4.80
small (24) 1.90	..	..	2.70	SULPHONET (1127 Seton)				G7	3.78	..	5.40
medium/large (24) 1.90	..	..	2.70	(distributors 93BJ)				G9	4.48	..	6.40
paediatric urine collectors				tulle 3¼ x 3¼ in 10 1.68dz	..	..	0.20 †TS	G10	6.30	..	9.00
(100) 3.00				36 2.88dz	..	..	0.35 †TS	flesh colour	G4	2.38	3.40
para-pads (pair)	0.93	..	1.40	strip 3¼ in x 5yd 3.60dz	..	..	0.44 †TS	G4RT	2.77	..	3.95
urine drainage bags				SULTRIN (922 Ortho)				G4X	2.77	..	3.95
individually sealed boxes				insert †s4BTS				G5	3.08	..	4.40
standard long tube				Sunbeam (1199 Sunbeam) existing entry			d	tubular supporting			
(100) 7.00				SUNBEAM (1199 Sunbeam)			i	bandage			
short tube (100) 7.00				hair dryer				6.25cm x ½m (G4)	0.16	..	0.24
non-return valve (100) 8.00				Lady Sunbeam SH1 6.46	1.94	10.55		7.50cm x ½m (G4X)	0.18	..	0.27
drainage outlet (100) 15.00				floor stand SHFS1 1.44	0.16	2.08		10.00cm x ½m (G5)	0.20	..	0.30
bulk packed boxes				overblankets				3.75cm x 1m G3	0.25	..	0.37
standard long tube				single GSB-1 7.62	2.29	12.45		6.25cm x 1m G4	0.29	..	0.43
(250) 12.50				double GSDB-1 8.80	2.64	14.37		7.00cm x 1m G4RT	0.33	..	0.49
short tube (250) 12.50				GDDB-1 9.97	2.99	16.28		7.50cm x 1m G4X	0.33	..	0.49
non-return valve (250) 15.00				underblankets				10.00cm x 1m G5	0.37	..	0.55
drainage outlet (250) 30.00				single GSU-3 4.68	1.40	7.64		11.25cm x 1m G6	0.40	..	0.60
SETONQUET (1127 Seton)				double GDU-3 5.85	1.76	9.56		16.50cm x 1m G7	0.47	..	0.70
(distributors 93BJ)				shavers				22.00cm x 1m G9	0.57	..	0.85
tourniquets				International GL0 7.62	2.29	12.45		33.00cm x 1m G10	0.77	..	1.15
small 0.26	..	..	0.39	Shavemaster				support bandages	7	0.83	1.25
medium 0.28	..	..	0.42	XSM1000 9.97	2.99	16.28		8	1.90	..	1.35
large 0.30	..	..	0.45	SURBEX T (2 Abbott)				8½	1.10	..	1.65
SETONPLAST (1127 Seton)				Filmtabs 100 1.50	..	..	2.25	9	1.20	..	1.80
(distributors 93BJ)				SWEETEX (751 ILL)				10	1.43	..	2.15
waterproof strapping				tablets 500 2.07dz	..	..	0.23	11	1.56	..	2.34
1in x 5yd 1.32dz	..	..	0.16	2000 6.84dz	..	..	0.76	11½	1.83	..	2.74
2in x 5yd 2.16dz	..	..	0.26	SYNALAR (649 ICI)				12	1.26	..	1.89
3in x 5yd 2.88dz	..	..	0.36	anal ointment 15 g	..	..	d	13	1.50	..	2.25
SILOCALM (289 Concept)				suppositories 12	..	..	d	14	1.63	..	2.44
capsules 50 0.60	0.18	1.08		SYNANDONE-N (649 ICI)			d	TUBINETTE (1127 Seton)			
SILOXYL (289 Concept)				TABLAX (208 BW)				(distributors 93BJ)			
suspension 300 ml 0.68	0.205	1.23		tablets 25			d	tubular bandage	H01	0.17	0.25
SISTOMETRIL (262 CIBA)	..	..	d	TABLOID (208 BW)				H12	0.24	..	0.35
SNOWFIRE (1068 Roberts)				cascastra sagra 300 mg				H34	0.30	..	0.45
healing tablets	0.57dz	0.17dz	0.08	packs of 100	..	..	d	H56	0.40	..	0.60
SOBICO (735 Laughton)				TARBAND (1127 Seton)				H78	0.44	..	0.65
hair rollers 1275 (3) 2.36dz	0.71dz	0.40	i	(distributors 93BJ)				HT1	0.80	..	1.20
1276 (3) 2.36dz	0.71dz	0.40		zinc paste and coal tar				HT2	0.84	..	1.26
1277 (2) 2.36dz	0.71dz	0.40		bandage				TUBIPADS (1127 Seton)			
SODIUM AMYTAL (413 Lilly)				2.16dz	..	..	0.26	(distributors 93BJ)			
Pulvules 60 mg 100 0.24	..	..	0.36 †s1s4A	TELEPAQUE (1599 Winthrop)				for heels and elbows			
500 0.14	..	..	1.71 †s1s4A	tablets 36 1.40				small	P4	0.28	0.42
5000 10.96	..	..	16.44 †s1s4A	T.H.A. (1305 WB)				medium	P4X	0.31	0.46
200mg 100 0.49	..	..	0.74 †s1s4A	ampoules 2ml 5 0.44	..	..	0.66	large	P5	0.34	0.50
500 2.39	..	..	3.59 †s1s4A	100 5.32	..	..	7.98	sacral belts			
5000 23.13	..	..	34.70 †s1s4A	HALAZOLE (971 PSMB)				small, medium or			
tablets 60mg 100 0.21	..	..	0.32 †s1s4A	insert †s4BTS				large	P9	1.45	2.20
1000 1.66	..	..	2.49 †s1s4A	THEAN (68 Astra)				TUBITON (1127 Seton)			
5000 8.14	..	..	12.21 †s1s4A	ampoules 400mg/4ml 5 0.47	..	..		(distributors 93BJ)			
200mg 100 0.36	..	..	0.54 †s1s4A	suppositories 500mg 10 0.45	..	..		tubular bandages	1	0.22	0.33
1000 3.12	..	..	4.68 †s1s4A	tablets 300mg 100 0.95	..	..		2	0.25	..	0.37
5000 15.44	..	..	23.16 †s1s4A	250 2.12	..	..		NCB	0.26	..	0.39
Sofra-Tulle (1087 Roussel) existing entry			d	THEOMINAL (1599 Winthrop)				2X	0.28	..	0.42
SOFRA-TULLE (1087 Roussel)				tablets 250 1.35	..	..	†s1s4A	3	0.50	..	0.75
pieces 10 x 10 cm (10) 0.50	..	..	0.75 TS	THIAZAMIDE (971 PSMB)				3X	0.60	..	0.90
tins 10 x 10 cm 0.33	..	..	0.49½TS	insert †s4BTS				4	0.70	..	1.05
SOLIWAX (289 Concept)				TOM CAXTON'S TRUE BREW (1449 R&CFD)				5	0.80	..	1.20
capsules 10 0.24	..	..	0.36	kit 8.00dz	..	..	0.80	6	0.94	..	1.40
SOLUVONE (378 Dista)				TONSILIN (1599 Winthrop)				8	1.12	..	1.68
injection 5 vial 0.50	..	..	0.75 TS	tablets 40 0.47	..	..	TS	domestic pack			
SPARINE (1351 Wyeth)				TOPILAR (1584 Syntex)				applicators	F/A	0.22	0.32
injection (vet) vial				insert TS				2X	0.44	..	0.65
10 ml 0.30	..	..	0.40 †s4B	TOSMILEN (68 Astra)				3	0.50	..	0.75
30 ml 0.80	..	..	1.06½†s4B	eye drops 0.25% 5 ml 0.55	..	..	†s1s4A	3X	0.54	..	0.80
SPRAY MATE (506 Gerhardt)				0.5% 5 ml 0.69	..	..	†s1s4A	4	0.60	..	0.90
deodorant 120 g 2.80dz	1.26dz	0.43		TREND (1467 Trend)				5	0.74	..	1.10
STERAMIDE-AG (1305 WB)				adhesive 0.55dz	0.25dz	0.13		6	0.80	..	1.20
insert †s4BTS				eye liner brush 0.60dz	0.27dz	0.14		bandage clips (50) 1053	0.65	..	1.00
STILBAGEN (68 Astra)				eye shadow brush 0.60dz	0.27dz	0.14		TUINAL (413 Lilly)			
tablets 100 0.22	..	..	†s1s4A	TRENIMON (452 FBA)				Pulvules 100mg 100 0.35	..	..	0.53 †s1s4A
STIMPLETE (1352 Wyeth)	..	..	d	ampoules 5 3.49	..	..	5.23 †s1s4A	500 1.68	..	..	2.52 †s1s4A
STREPSILS (147 Boots)				capsules 0.5 mg 30 2.32	..	..	3.48 †s1s4A	5000 16.39	..	..	24.59 †s1s4A
lozenges 24 1.08dz	..	..	0.14	TRIBRISSEN (208 BW)				200mg 100 0.58	..	..	0.87 †s1s4A
				injection 48% 50 ml 2.59	..	..	3.45	500 2.67	..	..	4.01 †s1s4A
				oral suspension 200 ml 8.40	..	..	11.20	5000 25.56	..	..	38.34 †s1s4A
				TRICADERM (1176 Squibb)				TYLAN (1477 Elanco)			
				solution 25 ml 2.00	..	..	3.00 TS	insert TS			
								TYLAN 50 (1477 Elanco)			
								insert TS			

	Trade £.p	Tax £.p	Retail £.p
200 (1477 Elanco)			
TS			
DREN (262 CIBA)			
ts 25			d
CORTENOL (262 CIBA)			
ules 10 mg			d
ADIL (68 Astra)			
us U 40 ml	8.80dz		
ND (1127 Seton)			
istributors 93BJ)			
paste, ichthammol			
d urea bandage	2.16dz		0.26
M (1305 WB)			
ts 0.5g	100	1.60	2.40
	500	7.20	10.80
UCOSIL (1310 WW)			
t †s4BTS			
DE (291 Consolidated)			
t †s4BTS			
OL (171 BLL)			
t †s4BTS			
o (1265 Vacco)			
luxe VLP			0.59
aster minor VMS/H			0.49
standard VMS			0.53
major VMS/D			0.80
family VMS/Q			0.88
st buy minor			
VBBH			0.49
standard VBB			0.53
major VBB			0.80
family VBBQ			0.88
rnival VCH			0.49
VC			0.53
VCD			0.80
VCQ			0.88
a flask standard			
TF2			0.69
family TF/Q			1.07
aster and tea flask			
standard RS			0.33
family RF			0.55
& lids			
CH, VBBH & VMSH			0.08
LP			0.08
ers 8 oz & 16 oz			0.08
JS			2.75
JR			1.80
ea/coffee			1.39
PQJ			1.23
ERS (898 Northern)			
h drops	0.08	0.025	0.14
capsules	0.08	0.025	0.14
O (1127 Seton)			
istributors 93BJ)			
andage			
h x 3yds	0.46		0.68
ULPH (61 APC)			
t †s4BTS			
OX (208 BW)			
spray puffer	0.16		0.24
fon 15 ml	0.16		0.24
(413 Lilly)			
ules dry powder			
mg 10 ml	4.41		6.62
S (104 BP)			
emon cold remedy for			
ildren sachets (5)	1.51dz	0.455dz	0.20
TAN (1305 WB)			
n 1%	25 g	0.18	0.32
	200 g	0.66	1.19
ision 1%	100 ml	0.36	0.65
	400 ml	0.90	1.62
1055 RM)			
ula 44 cough			
us 2 oz	2.135	0.64	0.29 †DD1
us 4 oz	3.385	1.015	0.46 †DD1
1055 RM) Lancs area only			
s spray	3.09dz	0.925dz	0.42
EL (413 Lilley)			
ules 100	0.67	0.20	1.21 †s7
o 120 ml	0.28	0.08	0.50 †s7
o 450 ml	0.85	0.23	1.51 †s7
OME (208 BW)			
rot vaccine (vet.)			
40 ml	0.72		1.08
240 ml	4.00		6.00
castle disease			
(ving) freeze dried			
a Sota strain)			
1000 doses	1.70		2.00
DORM (1154 SNP)			
150 ml	0.32		0.49 †s4B
500 ml	0.81		1.21½†s4B
ts 650mg	50	0.38	0.57 †s4B
	250	1.44	2.16 †s4B
150 mg	25	0.16	0.24 †s4B
	500	0.95	1.42½†s4B
S DR. (761 Lilia-White)			
ary towels			
refree size 1	1.45dz		0.15
2	1.65dz		0.17½
enders			0.10

	Trade £.p	Tax £.p	Retail £.p
WILKINSON (1339 Wilkinson)			
bonded shaving system	8.22dz	2.47dz	1.19
dispenser blades (5)	4.08	1.23	0.36
(20 pkts)			
WOOD NYMPH (412 Elida)			
hair colourant	3.465dz	1.56dz	0.54½
XYLOCAINE (68 Astra)			
plain ampoules			
0.5% 10ml	20	1.10	
20ml	5	0.94	
1% 5ml	50	2.09	
10ml	20	1.24	
20ml	5	1.02	
2ml	100	2.07	
1% 25ml		0.23	
2% 2ml	100	2.75	
5ml	50	2.34	
cartridge blue			
2% 2.2ml	100	2.20	
vials			
0.5% 50ml		0.23	
1% 20ml	5	0.55	
50ml		0.24	
2% 20ml	5	0.59	
50ml		0.25	
with adrenaline 1-200,000			
ampoules			
1% 10ml	20	1.24	†s4B
vial			
0.5% 20ml	5	0.53	†s4B
50ml		0.23	†s4B
1% 20ml	5	0.55	†s4B
50ml		0.24	†s4B
2% 20ml	5	0.59	†s4B
50ml		0.25	†s4B
with adrenaline 1-80,000			
cartridge red			
2% 2.2ml	100	2.20	†s4B
1.8ml	100	2.15	†s4B
with nor-adrenaline 1-80,000			
cartridge yellow			
2% 2.2ml	100	2.20	†s4B
1.8ml	100	2.15	†s4B
antiseptic gel	15 ml	1.82dz	
eye drops 4%	4 ml	0.36	
gel 4%	15 ml	1.65dz	
ointment 5%	15 g	2.20dz	
spray 10%	82 g	1.46	
topical 4%	25 ml	0.21	
viscous	150 ml	0.46	
XYLOCARD (68 Astra)			
solution 2%			
disposable syringe			
5 ml x 5	1.79		
solution 10%			
disposable syringe			
5 ml x 10	4.40		
XYLODASE (68 Astra)			
tube	15 g	2.64dz	

	Trade £.p	Tax £.p	Retail £.p
XYLOPROCT (68 Astra)			
ointment 15 g	7.50dz		TS
suppositories 10	0.52		TS
YARDLEY (1355 Yardley)			
lipstick			
Soul Shimmer	0.229	0.103	0.45
YOMESAN (452 FBA)			
tablets 0.5 g	4	0.47	0.71
ZINCABAND (1127 Seton)			
(distributors 93BJ)			
zinc paste bandage	2.16dz		0.26
ZOTOS (128 Biometica)			
hair repair-conditioner			
21 cc	0.90dz	0.39dz	0.14
ZUBES (1068 Roberts)			
cough sweets		0.55dz	0.16dz
mixture		1.00dz	0.30dz
ZUPAVITIN (1549 Barclay)			
slimming soup	3	0.40	0.60

AMENDMENTS TO KEY TO SUPPLIERS

7 Isovac = Addis Isovac Ltd, Brushworks, Hertford, Hertford 4221.
49 A & V = Antibiotics & Vitamins Ltd, 43 Worship Street, London E.C.2.
177 BDA = British Domestic Appliances Ltd, Peterborough, PE2 9JB. Peterborough 68989.
299 C & T = Cosmetics and Toiletries, 5 Grosvenor Road, Ettingshall Park, Wolverhampton.
301 Coty = Coty Ltd, Great West Road, Brentford, Middlesex. 01-560 5282.
315 CPC = CPC (United Kingdom) Ltd, Claygate House, Esher, Surrey. Esher 62181.
490 GAF = GAF (Great Britain) Ltd, Photo Products Division, P.O.Box 119, 99 Camberwell Station Road, London S.E.5. 01-274 6272.
710 Knox = Knox Laboratories Ltd, 5 Western Road, Aston Clinton, Aylesbury, Bucks.
938 P D = Parke Davis & Co, Usk Road, Pontypool, Mon. NP4 8YH. Pontypool 2468.
1070 Windsor = The House of Roberts Windsor, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Mons. Cwmbran 66611.
1115 Scotia = Scotia Pharmaceutical Products, 558 Cathcart Road, Glasgow S.2 041-423 1856.
1261 Ucal = United Chemists (Ucal) Ltd, Ucal Works, London Road, Cheltenham, Glos GL52 6HD. 0242 25421.
1336 WJ & C = Wilcox, Jozeau & Co Ltd, 215 Coldharbour Lane, London SW9 8RX. 01-274 3237.
1399 TLC = The Luckstone Co, P. O. Box 51, Shipley, Yorkshire BD18 4HZ.
1499 RHM = RHM Foods Ltd, 10 Victoria Road, London N.W.10. 01-965 6565.
1514 Brocapharm = Brocapharm Ltd, Trend House, Pyrford Road, West Byfleet, Surrey. Byfleet 45536.
1515 Sancell = Sancell Ltd, Sancell House, Harpenden, Herts. Harpenden 62268.
1549 Barclay = Barclay & Sons Ltd, North West House, 119 Marylebone Road, London N.W.1. 01-402 6171.

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
AGFAMATIC (16 AGL)			
camera			
100 Sensor outfit with case			12.50
without case			10.99
ALADDIN (23 ALAD)			
vacuum flasks			
Ambassador	16 oz		0.61 a
	32 oz		0.97
Concorde	16 oz		0.58 •
	23 oz		0.88
	32 oz		0.94
Continental	8 oz		0.51 a
	16 oz		0.54
	23 oz		0.83
	32 oz		0.90
Escort	16 oz		0.54
	32 oz		0.87
food flask	16 oz		0.76
	32 oz		0.97
super	16 oz		0.97
	32 oz		1.18
jug	32 oz		2.21
refills			
Continental	8 oz		0.30
Concorde, Continental,			
Ambassador, Escort and			
Dura-Clad	16 oz		0.33
	32 oz		0.52
Concorde and Continental			
	23 oz		0.50
food flask			0.55
food flask or jug			
	32 oz		0.65
food flask super			
	16 oz		0.57
	32 oz		0.68

	Trade £.p	Tax £.p	Retail £.p
ALBERTO CULVER (24 ACC)			
Get Set hair spray			
natural hold	303 g	2.78dz	1.25dz 0.43 a
super hold	303 g	2.78dz	1.25dz 0.43
for greasy hair	303 g	2.78dz	1.25dz 0.43
AMAMI (105 BTD)			
setting lotion		1.36dz	0.615dz 0.20 •
ANAPAX (848 Minnesota)			
cold and flu mixture			d
ANESTAN (325 C-A)			
tablets	64	4.05dz	0.45 †•
	184	10.35dz	1.15 †
packs of 60 and 180			d
BARITOP 100 (289 Concept)			
contrast medium 300 ml	0.52		•
BIRKIN (1201 Supervite)			
hair tonic with oil			i
	110 cc	0.30	0.13 0.60
	220 cc	0.45	0.20 0.90
without oil			
	110 cc	0.30	0.13 0.60
	220 cc	0.45	0.20 0.60
DUVADILAN (1539 Duphar)			
ampoules 10 mg 2 ml	0.55		•
packs of 5			d
EMLAB (848 Minnesota)			
brewers yeast tablets gr 7½			•
	50	1.23dz	0.14½
	100	1.87dz	0.22½
	250	3.10dz	0.37½
iron and brewers yeast tablets			
	50	1.23dz	0.14½
	100	1.87dz	0.22½
	250	3.10dz	0.37½
EQUAGESIC (1352 Wyeth)			
tablets	packs of 10		d

	Trade £.p	Tax £.p	Retail £.p
ESTEE LAUDER (425 ELC)			
Estee bath oil ½ oz			5.00 •
1 oz			8.50
body cream			5.00
superpore spray			2.25
FRESH-SOX (848 Minnesota)			<i>a</i>
deodorising insocks .. 2.55dz	0.287dz		0.35
HILTON (105 BTD)			
creamy .. 3.06dz	1.38dz		0.45 •
HOSTACAIN (614 Hoechst)			
with noradrenaline			
cartridges 1.8 ml 0.92			†s4Bc
HOSTACAIN SPECIAL (614 Hoechst)			
cartridges 1.8 ml 0.92			†s4B
INTRACEL (848 Minnesota)			
cream			<i>d</i>
ISO-PAK (16 AGL)			
camera IC			4.63½•
LOREL (761 Lilia-White)			
cotton wool 300 g 1.729dz			0.17½•
MARY QUANT (876 MP)			
Loads of Lash .. 10.33dz	4.65dz		1.75 •
nail polish sparklers .. 2.66dz	1.195dz		0.45
MAWS (810 Maw)			
Simpla sterilising unit .. 0.555	0.025		0.85 •
MAX FACTOR (813 MF)			
whipped cream make up 3.63	1.55		0.70 •
NOXZEMA (690 Keldon)			
instant shave			<i>d</i>

	Trade £.p	Tax £.p	Retail £.p
PETRON (1201 Supervite)			
universal atomiser .. 0.18	0.08		0.35 <i>i</i>
PHILIPS (977 PE)			
flash unit 16			27.61 •
20			36.09
20 C			40.23
25 C			22.66
Movie-light			13.24
REXALL (848 Minnesota)			
acne treatment cream			<i>d</i>
lotion			<i>d</i>
brewers yeast tablets g 7½			
all packs			<i>d</i>
bronchial and catarrh syrup			
both packs			<i>d</i>
iron and brewers yeast tablets			
all packs			<i>d</i>
triple action cough			
treatment			<i>d</i>
treatment			<i>d</i>
THICKEN HAIR (1412 Jackel)			
Tribovax (208 BW) existing entry			<i>d</i>
TRIBOVAX T (208 BW)			
vaccine (vet.) 20 ml 0.63			0.84 •
ULTRAPEN (969 Pfizer)			
syrup 60 ml			<i>d</i>
WELLCOME (208 BW)			
pethidine hydrochloride			

	Trade £.p	Tax £.p	Retail £.p
injection 50 mg/ml			
pack of 100			<i>d</i>
tablets 50 mg			
pack of 500			<i>d</i>

AMENDMENTS TO KEY TO SUPPLIERS

503 G = Geistlich Sons Ltd, Newton Bank, Long Lane (A41),
Chester CH2 3QZ. 0244 47534.
1164 SSL = Southall (Sales) Ltd, Surbiton, Surrey. 01-397 5200.
1169 BGS = Brian G. Spencer Ltd, Station Road, Shenstone, Lich-
field, Staffs. WS14 0NP. Shenstone 480314.

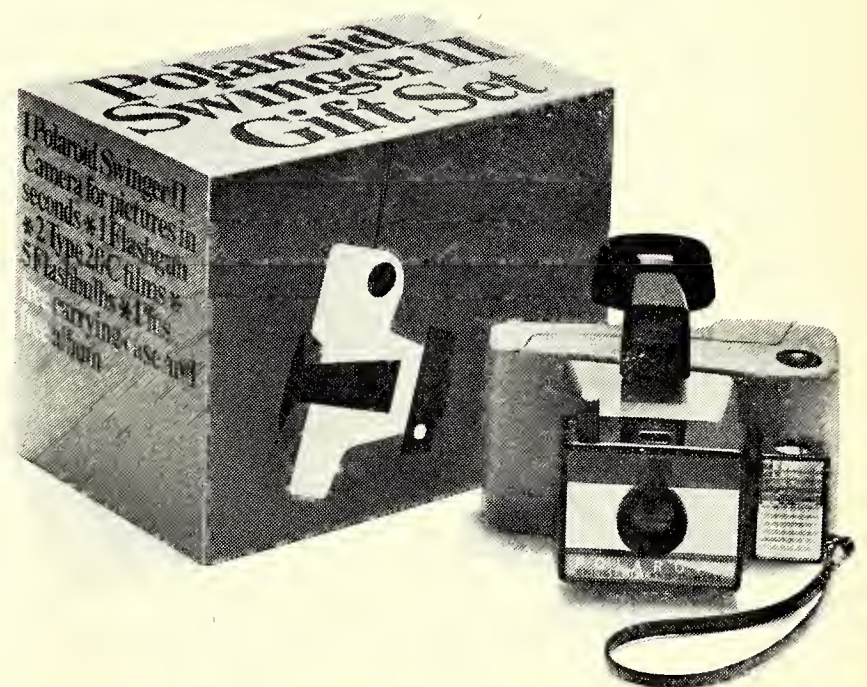
Stop Press

COVEXIN 8 (208 BW)				
vaccine (vet.) 50 ml				1.05
100 ml				1.95
250 ml				4.10
syringe pack				0.50
box of 6 needles				1.50

Birmingham Polaroid Cameras Christmas.

the pavement, snap, wait a few seconds...'
'...and as sure as he'll leave with his
Polaroid picture, he'll probably take a
camera with him.'

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PHOTOGRAPHY '71

Indoor colour film without movie lights

Kodak announce two new super 8 movie cameras and a new cine film "which make natural, lifelike colour movies in existing light practical for the first time." The films and cameras will be generally available next spring.

The new cameras are the Kodak XL33 and XL55 movie cameras—"XL" standing for "existing light." The new Kodak "Ektachrome" 160 movie film (Type A), in combination with the new cameras, is claimed to provide at least $4\frac{1}{2}$ f/stops increased exposure capability over previous camera-film combinations. Loaded with Kodak Ektachrome 160 movie film, the new cameras can be used to take movies indoors, or outdoors at night, with as little as 7 foot candles of illumination!

Successful exposures can even be made with as little as $3\frac{1}{2}$ foot candles of illumination for special effects. In addition, Ektachrome 160 movie film will increase the versatility of many existing cameras such as Kodak "Instamatic" movie cameras, models M24, M26 and M30.

Another new super 8 film, Kodak Ektachrome 40 movie film (Type A), has been introduced as a companion to Kodachrome II movie film (Type A) which can also be used in the new cameras. Ektachrome 40 movie film offers cine customers a choice in colour rendition. Both new Ektachrome movie films are designed for processing by independent photo-finishers as well as by the Kodak Colour Processing Division, although it may be some time before local finishers are offering a service in this country.

Binocular shape cameras

The new Kodak XL movie cameras feature a binocular shape. In use, the new cameras are held with both hands in a relaxed horizontal grip, with a rubber pad at the camera back braced against the forehead. All controls are placed for fingertip access.

Extended-range movie-making is made possible by a number of new features in the design of the cameras.

The Kodak XL33 movie camera has a 9mm f/1.2 Kodak Ektar lens incorporating six elements. It is fixed-focussed and provides sharp movies in bright sunlight from 2ft to infinity with Ektachrome 160 movie film.

The Kodak XL55 movie camera is equipped with a 9 to 21mm f/1.2 Kodak Ektar zoom lens incorporating 10 elements. This model focuses from 6ft to infinity, aided by a superimposed image rangefinder built into the viewfinder.

Both cameras feature a 230-degree shutter which Kodak claim enables 40 per cent more light to reach the film, when compared with 165-degree shutters in conven-



The unique "binocular" shape of the new Kodak XL movie cameras is clearly seen here

tional cameras. Both cameras offer two shutter speeds, 18 frames per second, or 9 frames per second.

The Kodak XL cameras employ a double-vane exposure control system compared with single-vane systems found in most movie cameras. This allows more light to reach the film at larger apertures. A solid-state amplifier powers the vanes according to light sensed by a CdS cell over an extremely wide brightness range. This allows filming with Ektachrome 160 movie film in both low-light and bright sunlight conditions.

Additional features

Other features include Type A filter control, battery check, low-light and end-of-film signals in viewfinder, film-supply indicator, a continuous-run-lock control and film speed capability of 40 and 160 (25 and 100 with built-in filter). The cameras are supplied with viewfinder eye cups, neck straps, and instruction manuals. Both cameras are styled in brown leather-grain vinyl and chrome, with black trim.

The new movie cameras and the new super 8 movie films will be available in the UK in the Spring of 1972.

The suggested retail prices are: Kodak XL 55 camera, £129.75; Kodak XL 33 camera, £77.55; case £7.56. Kodak Ektachrome 160 movie film Type A, £1.87; Kodak Ektachrome 40 movie film Type A, £1.62.

Focus finder for big enlargements

The well-known Paterson Micro focus finder is an invaluable aid to ensure pin-sharp focusing of enlargements, permitting focusing on the actual grain of the negative with extreme accuracy.

However, when making very big enlargements with the enlarger head at the top of the column, it is difficult with any focusing device to operate the enlarger controls while at the same time looking through the eyepiece of the finder. Paterson have therefore introduced their new Major focus finder (£4.51½) to overcome

that problem. It uses the same principle of grain focusing as the first model but is much taller. The eyepiece stands 14in above the enlarger baseboard and is conveniently angled so that the focusing mechanism can be reached without uncomfortable stretching. Although primarily designed for use when making big enlargements, it can also be used for enlargements down to $3\frac{1}{2} \times 4\frac{1}{2}$ in.

It is moulded in tough plastic material, and the shutter and lens barrel are made from aluminium with an anodised finish.

Paterson have also introduced a Major model auto print washer (£15.49½) which allows twelve 15×12 in, 12×10 in or 10×8 in prints to be washed simultaneously, or double the number of whole or half-plate prints. Prints are held separately in the cradle allowing the water to reach both sides and the panels have cut-outs for easy removal of smaller size prints. The cradle is continuously rocked by a thrust mechanism which operates from the water inlet, keeping the prints in constant motion.

The rocking action can be stopped for insertion or removal of prints without turning off the water supply, and the cradle is fitted with lifting handles to allow prints to be lifted above the surface of the water without wetting the hands.

The Major Auto print washer has a built-in syphon feature which automatically empties the water after use. Rubber inlet and outlet hoses are supplied, the inlet hose being fitted with a tap adaptor.

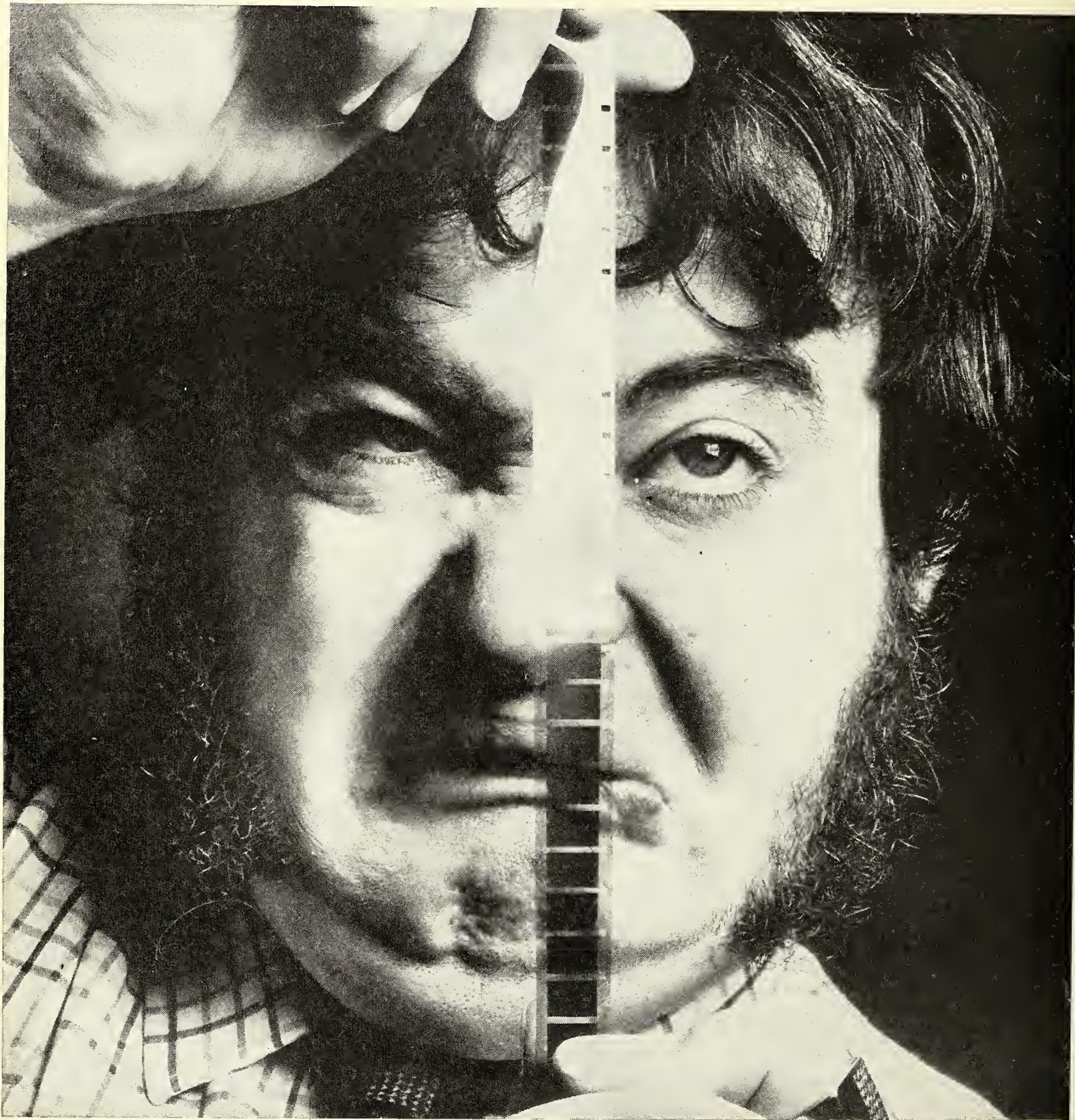
In addition to its convenient and efficient operation the washer base measures only 5×17 in so that it can conveniently be stood on a bench, draining board, or in the sink itself. The new Major Auto print washer therefore not only ensures thorough washing of larger size prints, but allows a considerable saving of space when working in confined darkroom conditions (Paterson Products Ltd, 32 Bedford Row, London WC1. Sole UK distributors, Johnsons of Hendon Ltd).

Agfa's new dual cine projector

Agfa-Gevaert have now introduced to the UK their new Dual cine projector to cater for the growing numbers of enthusiasts who have both Super 8 and Standard 8 gauge film.

The Movector Dual combines such facilities as automatic film threading, and a device which is easy to operate and which enables the immediate repeat of a film sequence to be shown. The Movector Dual is attractive and compact and many features have been accommodated in the smallest possible space. There is an automatic fast rewind after projection and an integral 200ft take-up spool. Feed and take-up spools are mounted on a single axle (no erection of spool arms). A practical cable drum accommodates integral mains lead. Available with Movenar f/1.6, 25mm (£41.14), or Variomar f/1.5 zoom lens 18-30mm (£49.33½) (Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex).

If you could listen to your batteries this wouldn't happen.



With ordinary zinc carbon batteries in your cine camera, you need a keen ear to hear when your motor's running slower than it should.

A zinc carbon battery grows weaker from the moment it's made. So maybe the first time you know there's been a power failure is when you take a look at your film.

Alternatively, you could fit Mallory Duracell, the alkaline battery.

A Mallory Duracell preserves its power in full, right up to the last minute. Then you hear your motor run down, change batteries, save film.

Furthermore, you can leave a Mallory Duracell idle in your camera without worrying about it dying on you. A Mallory Duracell only releases

its power when it's in use. And it won't leak and corrode.

In fact the only snag if you use Mallory Duracell next time is that you'll have to wait a while to prove to yourself what we're talking about.

They take appreciably longer than ordinary batteries to run down.



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PHOTOGRAPHY '71

Sunglasses and 'instant' pictures

Polaroid means different things to different people—to the motorist and sun-bather it means glare-free spectacles, to the photographer it means a picture within seconds and to the business man the name conjures up an American company that has been phenomenally successful. The business man also associates the name of Land with the company trade-mark, while the photographer or snapshotter may not necessarily do so—although the cameras for the instant-picture process are labelled Polaroid Land.

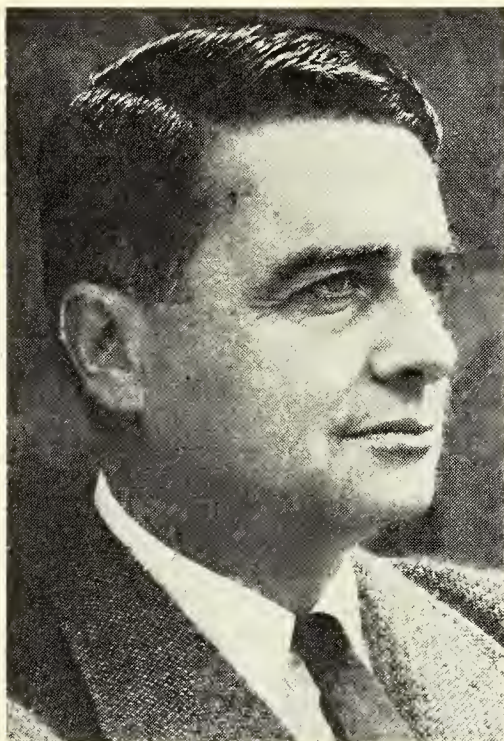
But to a large number of people Land is unknown as a person. To those in the know, however, he is respected as an able and inventive scientist, and Dr Edwin H. Land has been honoured in scientific and photographic circles for more than 25 years. He is, in fact, president, director of research and chairman of the board of The Polaroid Corporation, based at Cambridge, Massachusetts, USA.

Wealth and modesty

Despite the fact that he is reputed to be one of the richest men in America and that he and his family hold about 5 million Polaroid shares, estimated some time ago to be worth about \$600 million, he is a modest man and still continues to spend as much time as possible in his personal laboratory. He also reminds people that it is not he alone who is responsible for Polaroid research and development, but the team of highly-skilled people that he has gathered around him. Nevertheless, he was awarded the Hood Medal of The Royal Photographic Society as long ago as 1935 and, more recently, the Progress Medal in 1957.

But, although Polaroid spectacles are well known, it is the instant-picture type of camera and films which account for the major part of the turnover of the company. And all of this has happened in just under a quarter-of-a-century, for Dr Land first announced his invention of the process at a meeting of the Optical Society of America on February 21, 1947. Rather more than a year later, on November 26, 1948, the first Polaroid Land camera, the Model 95, was sold at a store in Boston, Massachusetts.

Then, two years later, a new black-and-white orthochromatic film, the Type 41, became available—it replaced the earlier sepia-tone material. Again, in two-year stages, the professional model 110 went on sale, and next the Model 95A replaced the older Model 95; in addition, the smaller Model 80 was introduced. 1955 saw yet another advance, with the introduction of PolaPan roll-films having in-



Dr Edwin H. Land

creased speed ratings of 200ASA for the Types 32 and 42 (these are still available) and 400ASA for the Type 44. At the same time the Model 700 camera also became available.

Two more years and then the user could make black-and-white transparencies ready for projection in a couple of minutes with the Polaroid Transparency System. Three new camera models were developed: the Model 150, the Model 800 replaced the Model 700 and the Model 110 in improved form became the Model 110A. The following year the Model 500 4×5in film holder enabled Polaroid material to be used in conventional 4×5 Press and industrial cameras.

Expansion plans

Within another year, in 1959, the company began to spread its wings with the formation of sales subsidiary companies throughout the world—it was at this time that the first of the really high-speed materials, the '3000', became available, so making it possible to take pictures indoors without flashbulbs. The Japanese company, Nippon Polaroid Kabushiki Kaisha, was established in Tokyo in 1960 and shortly afterwards the first fully-automatic camera, the Model 900 Electric Eye, came on to the market, together with a further improvement on the 110, now retitled the Model 110B. On September 29 that year, too, the company announced

that the processing time for black-and-white films would be reduced from two minutes to 10-15 seconds.

January 1961 saw the arrival of another Electric Eye camera, the Model 850, to be followed a few months later by the Models J66 and J33. The result of the Japanese agreements materialised with the production of the Models 120 and 160 in Japan which went on sale in a number of overseas markets. In the same year a number of new materials were introduced, including the Type 55 P/N which produces a finished print and a negative in 20 seconds, the ultra-high speed PolaScope oscilloscope trace recording film with a speed of 10,000 ASA as well as a high-contrast black-and-white transparency film, the Type 146-L. Once again, these three materials are still available.

Specialised research

From this time onwards the pace became fast and furious with new specialist cameras for research work and so on until, in 1963, not only was the British company established at Hatfield in Hertfordshire but, more importantly, Polacolor Land Film was marketed throughout the world. The first Colorpack Camera, the automatic 100, was introduced with the interesting innovation of a transistorised shutter for completely automatic exposure control under all lighting conditions.

Between 1964 and 1966, new companies were established to extend the company's international business. There were three new Colorpack cameras (the Models 101, 103 and 104), the Model 180 was manufactured in Japan, and the now-famous Swinger started to be sold on restricted allocations in North America. Overseas production of the Swinger was also started and it was introduced on to other markets besides North America. In 1967 the 200-series of Colorpack cameras also became available world-wide.

Recent moves

From 1968 onwards the number of new cameras seems almost legion, the 300-series, the Swinger II and the Colorpack II as well as the Colorpack 80 with the new 3½-inch square format and Types 87 and 88 films to make black-and-white and colour prints in seconds, to go with them. But this is more recent history with which most people are familiar.

However, when one takes a retrospective look at this instant-picture process, first in black-and-white only and then, not really very much later, in colour, it is apparent that the progress has been quite remarkable. As far as colour is concerned, the development of conventionally-processed materials took very much longer to come to fruition.

Those who are interested in the future of the Polaroid processes and equipment keep a watchful eye upon the patents which are filed, for from these and the more highly-technical literature of the photographic Press a fairly good idea can be obtained of what is in store . . . at the moment, possibly, a camera which will deliver a mounted 2×2in slide or motion-pictures in colour at the touch of a button.



Candy



Duchess



Fiesta



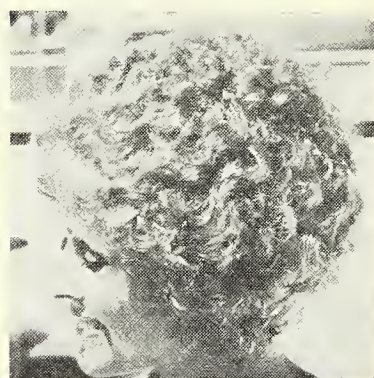
Howland



Lola



Serene



Sophia



Tara

Colour and glamour for swimcaps '72

Kleinerts collection of swimcaps for 1972 comprises more than 50 different styles ranging in price from £0.20 to £3, including children's caps, basic and moulded types, luxury and "fun" styles: something for everyone and every kind of holiday.

For the first time, under a new agreement with Uniroyal Inc, Howland and Water-tite moulded caps are included. They are in three adult sizes and also junior sizes, with a chin strap for water-proof fit. Kleinerts expect them to be extremely successful additions to their range in the coming season.

A new feature is the packaging. Every Kleinerts 1972 swimcap will come in a brightly coloured "window" box for easy storage and self-selection. The range has everything—blossoming flowers, streamers, topknots, ribbons, laces and nets in variety. There is a wig, Sophia, (£2.25) a close, curly style in four shades. Another from Kleinerts Inc. 91 New Bond Street, London W1, is Ponytail (£2.50) "for the younger set". It has a long blonde or brunette pigtail falling from layers of white scalloped petals.

Duchess, No 7361 (£1.75), is a really unusual shape. A pull-on toque with rows of two-colour flowers running from the frilled brim to the topknot of velvety petals interspersed with crisp nylon net. Smart enough for a society wedding, say Kleinerts. In four colour combinations: scandal pink and white, demon green and

white, mango and white, and finally lemon and white.

Another original topper is Bandanna, No 7356 (£1.25), featuring a shirred bonnet with bandeau edging in two-coloured flowers, crowned with a flowered topknot and floating streamers. Again there are four combinations: red and navy, mango and yellow, apple and rose, pink and navy.

The Britmarine swimcap collection 1972 is one of the most comprehensive of ranges and is issued by W. W. Haffenden Ltd, Sandwich, Kent.

A style developed

Last season's best-selling turban shape now comes in a print as well as the plain ciré wet-look and towelling versions. Named Tara, No 5244 (£2.50), it has a large crown shape.

Candy, No 5131 (£1.75), is an example of a number of "two-in-one" designs. The fabric cover may be detached from the rubber base cap giving either a "pretty beach cover up or an item of fashion headgear".

Christa, No 5245 (£2.75), is a "young style" jockey cap in brown denim.

Following the success of the design combination of plastic insert flowers and rubber forms, they have introduced a further two styles featuring this new innovation.

Lola, No 5064 (£1.85), features flowers and spikey leaves in two shades of pink or white and blue or yellow and green.

This season the special moulded designs total 13. Here they have been able to offer a comprehensive and attractive range at all price levels.

For the more serious swimmer, Britmarine have introduced the Bubble Crepe Racer range. They are sporty and smart as the name implies and they come in fast colour combinations. Altogether a comprehensive range with something for everyone, fashion's newest trend fabrics, bright clear colours, but equally important, a keen retail price.

A stunning velvet turban, one of the new "swimmable" velvets, is the exotic star of the Jantzen collection for 1972. W. W. Haffenden are the sole licencees and distributors. The turban designated Serene, No 4133, is in flame and white (£2.50).

Judi, No 4134 (2.25), is a fresh and pretty cotton gingham head scarf design that is "caught" at the nape of the neck. The style is available in yellow, turquoise or pink.

This year, the simple, moulded Jantzen caps—such as Fiesta—fall into two groups: in plain block colours, or at a slightly higher price, those decorated with attractive contrasting coloured inserts. This small range is likely to be popular. For those who still fancy the head-hugging 1940s style cap there is Diving Girl, No 4210 with strap (£0.35), and No 4210X, strapless (£0.35), which proved so popular last season.

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for our hairspray
because it holds a lot better.**

**Right now we're
charging a little less.
To prove it.**



From October 1st to December 31st your customers can prove Alberto VO5 holds a lot better. We'll take 5p off each VO5 standard pack to encourage them. And still give you your full profit margin. It's good for their hair. And good for your profit!

Stock-up now with the special offer packs.

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Success story!

CHEMISTS EVERYWHERE ARE BEING ASKED FOR **MIGRALEVE** — the first successful O.T.C. product specifically for THE PREVENTION AND TREATMENT OF MIGRAINE!

Sales and repeat sales, orders and repeat orders are proof positive that **MIGRALEVE** is **proving** its value to thousands of migraine sufferers — with benefits to both customer and chemist!

WHAT'S THE SECRET OF OUR SUCCESS?

- **MIGRALEVE** fills a very real need among your customers!
- Migraine is still a considerable problem, with authoritative estimates putting the number of sufferers as high as 1 in 10 in the population!
- **AND THAT MEANS 1 in 10 OF YOUR CUSTOMERS!** (As well as the many others who do not even realise that there is still a large number of people who are unaware that their recurrent 'sick headaches' and 'bilious attacks' are, in fact, migraine!).
- **MIGRALEVE** can be confidently recommended to your customers for both the prevention and treatment of migraine and associated headaches!

JUST REMEMBER

MIGRALEVE's ADVANTAGES!

- **SPECIFICALLY** indicated for the prevention and treatment of **MIGRAINE** and associated headaches!
- Not merely another analgesic! (Because, as you well know, no analgesic combination alone will halt or **really** alleviate a true migraine!).

- Safer than ergot, and free from the dangers or side effects inherent in the therapeutic use of ergot compounds!
- **AVAILABLE WITHOUT AN E.C.10!**

We are promoting **MIGRALEVE** heavily to the medical and allied professions, and so naturally cannot advertise **MIGRALEVE** directly to the public. But, as sales all over the country show, thousands of migraine sufferers are asking for — and benefiting from — **MIGRALEVE**.

SO HERE'S WHERE YOU CAN HELP, BOTH YOUR CUSTOMERS AND YOURSELF! DISPLAY MIGRALEVE PROMINENTLY IN YOUR SHOP and recommend confidently when you're asked for help and advice by migraine sufferers. THEY'LL BENEFIT — AND SO WILL YOU!

DON'T BE LEFT OUT OF THIS SUCCESS STORY — ORDER, STOCK, DISPLAY and RECOMMEND MIGRALEVE — the first successful proprietary medicine to be able to be sold **directly** to the public — without a prescription if necessary!



Join the Migraleve success story and profit from your experience!



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COMMENT

Taking responsibility

If two Roman soothsayers had attended last week's evening meeting of the Pharmaceutical Society on pregnancy testing (p 580), they could hardly have sounded a more portentous note than did the two speakers—one a doctor, the other a technician.

On both the clinical and practical fronts, pharmacists were warned that this was hallowed ground upon which they trod and did so at their peril. It seemed that even if the HCG levels being monitored were not due to some pathological condition, and if the pharmacist overcame the hazard of "not rocking the slide too vigorously," he would still come up against the "moral responsibility" of any undesirable action the patient might resort to on hearing the result of the test, be it accurate or false.

On the question of practical difficulties in carrying out the tests, Mr Madill is to be thanked for drawing attention to a few of the major pitfalls. But pharmacists are highly trained in laboratory techniques and being so are well aware of the need for attention to detail; as professional men they will also take steps to acquaint themselves fully with the tests before offering a diagnosis service either to the doctor or the public. Any that do lack the necessary manipulative skills or facilities will no doubt rely on one of the postal services open to them. It may be pointed out that in 1969 the general practice sub-committee of the Society's Council defined "adequate facilities" as the use of a separate bench for testing or preferably a separate room on the premises, which in itself is an indication of the scale on which the service must be provided.

Ethics, however, are a different matter. Until the revision of the Statement upon Matters of Professional Conduct in 1970, pharmacists were required to accept samples from and to convey results only to doctors. There is no doubt that this is the ideal procedure, because it presupposes that the woman is prepared to confide in her physician, and

ensures that medical supervision of the pregnancy starts at the earliest possible moment.

But to argue that this must be the only route is to ignore the fact that in almost every case the *preliminary* diagnosis has been made by the patient herself. Whether she visits her doctor or submits a sample for testing, the patient is seeking confirmation of her own diagnosis.

A survey carried out by Belmont Laboratories, who offer a postal pregnancy testing service, showed that 59 per cent of users of the service would wish to terminate their pregnancy in the event of a positive result; 55 per cent of users said they were unmarried. No doubt these women should admit to their family physician that they have put themselves at risk of pregnancy—but did they before the advent of the diagnostic services? Or did many hopefully adopt old fashioned "household" methods of termination and await the confirmation of a second missed period before going to the doctor?

Any such delay in obtaining medical opinion could be disastrous if termination is contemplated, and direct access to a pregnancy testing service may be instrumental in shortening the delay in such cases.

Whatever the result of a test, a medical consultation is usually called for—amenorrhoea in the absence of pregnancy and pregnancy itself are both indications for seeing a doctor. The pharmacist giving the result to the patient is in a unique position to explain this, certainly better than a printed standard letter from a laboratory-to-patient postal service.

We feel, therefore, that there is a strong case to be made for pharmacists not only to continue to carry out tests where they have the facilities, but also to offer the service directly to the patient. But, as pointed out by Mr Hudson, in so doing they must take full responsibility for it—professional as well as moral. It is a service that may even need to be refused in some circumstances, in the same way as the supply of a drug is often withheld.

Westons' first big move into south east

Westons Chemists have made their first big move into the south-east corner of England by opening their largest-yet branch, at East Grinstead, Sussex. The shop area of over 3,000 sq ft is part of a total store area of 5,000 sq ft.

Apart from the usual pharmaceutical inventory, the new branch includes a

comprehensive record department—plus a limited range of audio and hi-fi equipment at "realistic" prices. The baby care section carries a range of clothing, merchandise which has proved very successful when tried in other Westons outlets.

Other special departments include housewares, travel and leathersgoods. One

central island holds a full range of health foods together with slimming and dietetic products. An unusual feature is that all electrical products, including electric tooth-brushes, hair dryers, electric razors and infra-red lamps, have been brought together into one section. Two views are pictured below.



Pregnancy testing—and its consequences

If a pharmacist gives the result of a pregnancy diagnosis test direct to a patient, he must accept moral responsibility for any action she may take.

Giving that warning at an evening meeting of the Pharmaceutical Society in London last week, Mr C. N. Hudson, reader in obstetrics and gynaecology, St Bartholomew's Hospital Medical College, pointed out that the patient who bypassed medical advice was the one most likely to try a self-induced criminal abortion or, in exceptional circumstances, to attempt suicide.

The pharmacist, said Mr Hudson, must also accept moral responsibility for any resulting action if the information given was false. The speaker maintained that only a physician could assess the significance of a given result in relation to a specified patient, and give the appropriate advice.

False positives

Having reviewed the basic hormonal changes occurring during pregnancy and the normal cycle, Mr Hudson reminded his audience that modern rapid pregnancy test methods estimated urinary levels of chorionic gonadotrophin—they were not in themselves tests of pregnancy. Thus false positives could be obtained in a number of conditions in which abnormal HCG levels were produced; for example, vesicular mole, malignant tumours of the uterus and teratoma. False negatives might occur with ectopic pregnancies when HCG levels were low, or in missed abortion when the pregnancy died but was retained. There could also be a change from positive to negative after a threatened abortion.

Mr Hudson pointed out that a missed period was the commonest reason why a woman asked for a pregnancy test—yet there could be other causes of amenorrhoea, one of the most important being genital tract tuberculosis. Giving further support to his case for medical involvement, he said that any woman who was found to be pregnant needed early medical supervision so that an accurate assessment of the duration of the pregnancy could be obtained.

Also, NHS delays meant that there was a premium on early diagnosis if the patient intended seeking termination of the pregnancy. "If a patient is seeking to get evidence of a pregnancy without seeking medical advice, she is probably in the group who particularly need medical advice."

Pitfalls in pregnancy diagnosis at the practical level were spelled out by Mr G. Madill, senior technician in the Williamsson laboratory at St Bartholomew's Hospital Medical College.

Mr Madill confined his remarks to the methods for the immunoassay of HCG. Being a glycoprotein of high molecular weight, HCG can cause an animal to produce an antibody, anti-HCG. In the most sensitive tests, a drop of the patient's urine is mixed with anti-HCG serum in a

test tube. A suspension of mammalian red blood cells coated with an external source of HCG is then added. If there is no HCG in the patient's urine, free antiserum is present and will agglutinate the HCG-coated cells; if HCG is present in the urine it will combine with the antiserum and no agglutination of the cells will occur when these are added. Two hours must elapse before the test is read.

In one rapid slide test, a drop of urine is again mixed with antiserum and a drop containing latex particles coated with an external source of HCG is added. If no agglutination occurs, the test is positive, but if granulations appear, the test is negative. This test takes only two minutes. In another, direct, slide test, agglutination signifies a negative result.

The claimed accuracy for these tests is 97-99 per cent, said Mr Madill, according to brand and the time since conception, but this assumed that the tests were carried out absolutely correctly.

Collection of urine in a dirty container or one containing traces of detergent or soap could lead to false negatives through inhibition of agglutination. A large intake of liquid the evening before the sample was collected could lead to the HCG content being too low for the less sensitive tests.

Urinary infections could interfere; as could blood and protein in the urine. False positives may be found in women close to the menopause due to abnormally high levels of luteinising hormone.

Storage of materials at an incorrect temperature could render them useless. Some tests would not work when used straight from the refrigerator, even when HCG levels were high. Too vigorous rocking of a rapid slide test could break down the agglutination, giving a wrong result.

Mr Madill added that there was always the chance of non-specific antigens or antibodies being present in either the urine, the external HCG or the anti-HCG.

Colour change method

Dealing with the colour-change method recently introduced to the do-it-yourself market, he questioned the reliability of results read by an emotionally involved woman, particularly some pairs of colours. The suppliers were not willing to disclose the principles of the technique until it was patented. Another test kit for direct sale to the public would be on sale in the next few months and was based on a similar principle to the most sensitive tests.

The "ethics" of pregnancy diagnosis were the main topic in the discussion, with Mr D. N. Sharpe asking whether the Pharmaceutical Society's Council should give consideration to setting up a panel of doctors who would be willing to deal

with patients looking for an abortion.

He said that some doctors were not sympathetic through religious or other reasons, and such a patient may therefore not wish a test result to be passed to their doctor. Also some pregnancy advisory services—which Mr Hudson had advocated as an alternative—were directly linked with private abortion clinics. Mr Hudson replied that the patient should find a new doctor, and he suggested that the pharmacist should accept requests for testing only from a doctor.

Closing the meeting, Dr P. Turner—a Privy Council nominee on the Society's Council—said that although the malignant disease complication might be a rare event, it would be faced by some pharmacists if pregnancy tests were carried out in the pharmacy. "Although we will have to learn by experience, it will be the duty of the Society and the Council at some time in the future to give guidance."

Pre-registration training in private practice

It is time that pharmacy negotiated for a grant for training pre-registration students, suggested Mr A. Medcalfe, vice-chairman, National Pharmaceutical Union, during "a lively exchange" between officers of the NPU and the British Pharmaceutical Students' Association executives.

Three BPSA members were guests of honour at a dinner given by the NPU executive committee at which training was discussed.

Mr Peter Sharott, president of the BPSA, said that students were not really being given a fair choice; about 200 students were attracted to Boots Ltd's pharmacies and only a quarter of that number to private pharmacy.

It was vital for private practice to offer some additional attraction to students.

Mr Tim Astill, on the NPU staff, said that he was unhappy that one company was "orientating the thinking" of the majority of future pharmacists. The Industrial Training Act had recognised the duty of the professions and industries to pay for the training of their future members; the responsibility should rest on the members of the Society as a whole.

Mr K. R. Rutter, NPU chairman, said that he could see much merit in the establishment of a register that would be in two parts. One part, kept by the NPU, of members who would accept postgraduates and the other, kept by the BPSA, of students seeking employment in private practice.

Pharmacies rarely had a vacancy to offer the student after registration and were, therefore, training them for others to employ. He suggested the arrangement where the student agreed to stay on for a short while to perform locum duties for his employer.

Both Mr D. H. Maddock and Mr A. Howells were in favour of a training subsidy and Mr Howells thought that such a subsidy should be negotiated for by the Central Contractors Committee.

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Suttons	£71,000
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All other seedsmen selling through shops	£23,400

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Our new battery operated Toothbrush will give your customers a nice smile because it's the most efficient way to clean teeth.

It will do automatically in one minute what it takes three minutes and an aching wrist to do manually.

It gets into the crevices, between the teeth, cleans every surface and massages the gums.

And healthy gums mean healthy teeth, and healthy teeth last

longer and need fewer painful fillings from the dentist. (Did you know that 1 in 3 adults aged 16 and over have no natural teeth at all?)

What's more it's so easy to use because it's battery operated. No plugs, no flex to get tangled. Comes in blue and white with four different coloured brushes. And at £3.99, tremendous value.

Stock up now with our new automatic Toothbrush. We'll be doing plenty of advertising before Christmas, so expect demand to be brisk.



We want you to sell the best.

Voluntary trading group for NPU?

That voluntary trading organisations could point a possible way of NPU marketing activities was the personal view which David Sharpe, director NPUM, expressed at a Leeds meeting of the ber 6. He also introduced Mr A. G. Trotman, who is to take over as chief executive of NPUM on November 1.

Mr Sharpe said that the Mace, Spar and Vivo marketing operations had proved successful in the grocery area. He reiterated that he was giving his own personal view and not that of the NPU Executive, which is to consider the findings of the feasibility study of a voluntary trade organisation by P.A. Management Consultants Ltd, which is believed to contain the recommendation that similar marketing projects for pharmacy should be investigated.

Mr Sharpe said that one of the success stories of the retail scene was the voluntary trading organisation. Almost without exception they had been wholesaler initiated. If one was adopted by the NPU membership it would be unique in that it would be created by retailers and be pharmacy-orientated.

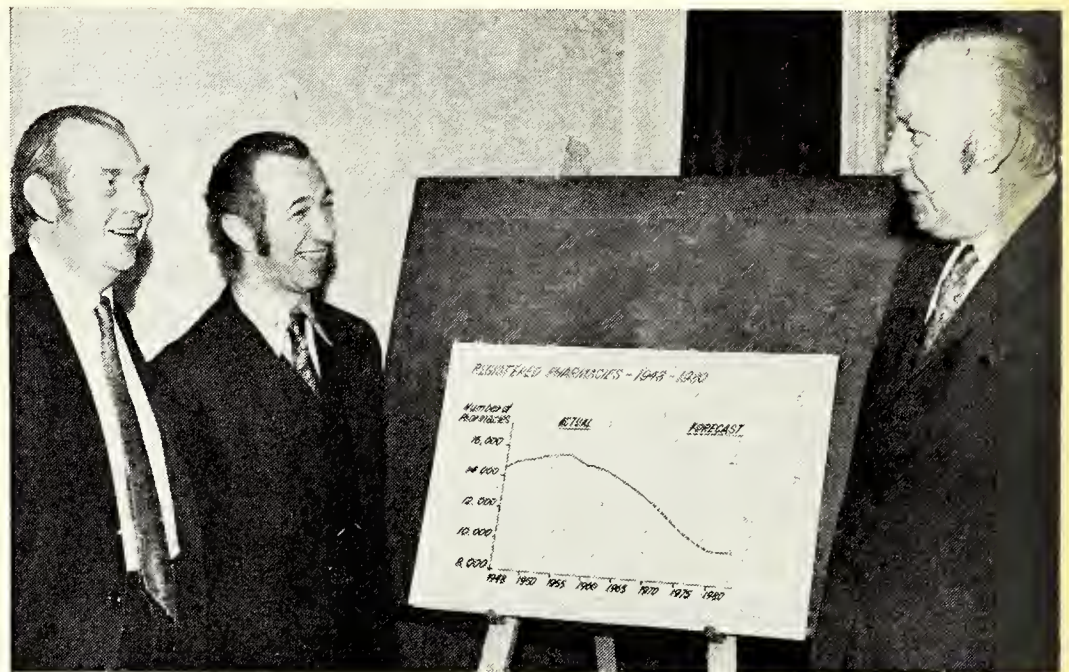
Recent trends

Mr Sharpe began by referring to a series of charts showing the recent trends in pharmacy and retailing. He mentioned the Society's paper on health centres presented by Mr J. C. Bloomfield at the Glasgow conference. The question of what would happen to the outlying pharmacies after the establishment of a health centre, with the consequent gravitation of scripts to the consortium-owned-pharmacy, had not been answered. It was obvious, he said, that the income derived from the consortium would not completely compensate for the loss of prescriptions because an extra set of overheads would have been established. The loss of income would be aggravated by the loss of drawing power that dispens-

Importance of chemist outlets by type

Shares of sales

	1970 %	1975 %	1980 %
Co-ops	6.5	6	6
Multiples	33.5	45	50
Large independents	12	14	16
Med independents	21	16	13
Small independents	27	19	15
Total	100	100	100



Looking to the future: left to right, Mr Leslie Calvert, Mr D. N. Sharpe and Mr A. G. Trotman

Percentage sales by outlet

		1961	1969
Shampoos	Grocery	41	50
	Pharmacy	59	50
Toilet Rolls	Grocery	87	95
	Pharmacy	13	5
Toothpaste	Grocery	58	72
	Pharmacy	42	28
STs	Grocery	32	36
	Pharmacy	68	64
Facial tissues	Grocery	57	76
	Pharmacy	43	24
Hairsetting aids	Grocery	16	36
	Pharmacy	84	64

ing brought to the average pharmacy. Pharmacy would then be left to compete in the market place. The NPU's job was to protect the interest of the independent pharmacist in what was a declining market.

How best to do that was the problem, and he again emphasised that no final decision had yet been made at Mallinson House.

Referring again to voluntary trading organisations—VTO—he said that the NPU could not “go it alone”. If the scheme was adopted, a national distribution network would be needed of about 20 depots requiring some £25m to purchase warehousing and vehicles, and perhaps a further £20m for working capital.

To justify that sort of investment, a turnover of £100m would have to be achieved in five years, just to break even, assuming a wholesalers net profit at 4.5 per cent. A turnover that would have to be achieved in face of determined opposition from established wholesalers. It was, therefore, necessary to adopt a scheme that ensured co-operation from wholesalers. After all it was in their interests to ensure the survival of independent pharmacy. He envisaged the appointing of a number of franchise wholesalers who would co-operate in the scheme.

Increasing importance of NHS sales

	1957	1965	1970
Counter sales	71%	64.5%	59%
NHS	29%	35.5%	41%
Total chemist sales	£222m	£352m	£481m (estimated)

Strength of voluntary groups (Symbol) as percentage of Grocery turnover

	1961	1966	1968	1969	1970
Co-ops	20	16	15	15	15
Multiples	27	36	40	41	40
Symbol	13	21	20	21	24
Independents	40	27	25	23	21

However, he insisted that a VTO was not a buying group. Its objectives went much further, to provide the independent retailer with the education and “backup” available to managers of multiple stores while leaving him with a degree of independence.

Effective selling

Already the NPU, through its business services, provided the retailer with some of that backing, but ultimately the VTO was only successful if it sold to the consumer more effectively than its competitors.

Retailers in a VTO accepted a minimum of discipline. “We have been accustomed in the past to being able to get frequent deliveries from wholesalers consisting of two or three items. This makes for comfortable shopkeeping but not for economies of operation.”

The franchise wholesaler must be helped to get down his costs by planned deliveries

Continued on page 584

Continued from page 583

and the retailer must realise that to demand more was to threaten the efficiency of the group.

The whole exercise was a co-operative effort between retailers and wholesalers and the VTO must be run on sound commercial principles with strong, full-time expert management that had the authority to make decisions. If, however, a pharmacy VTO was set up, it would need to take account of pharmacy's special place in the High Street.

Mr Trotman had been appointed to look at all the professional and commercial problems involved, and to make recommendations. He also had the authority and experience to make commercial decisions.

Mr D. Royce, Ponterfract, pointed out that a wholesaler depended upon "ethical" lines, and retailers in a group might have to face up to the fact that they might have to buy their ethicals from a wholesaler instead of the manufacturer.

Mr W. Wright-Hudson, Bradford, said wholesalers' interests did not always coincide with those of a retailer. A lot of missionary work would be necessary.

Decision already made?

Mr Maxwell Gordon, Leeds, expressed concern that a decision to initiate a VTO scheme had already been made—hence Mr Trotman's appointment. He wanted much more information on the retailer's involvement and commitments in a VTO, the financial aspects and the degree of independence that must be given up: "Before I say yes or no I would like to know more."

Mr Sharpe said he could not give an answer to involvement or commitment. "We have only got so far as a feasibility study; I think it is a 'goer'."

When Mr Gordon asked how the members could know it was a "goer," both Mr Sharpe and Mr Trotman referred to the current situation, and it was said that it would be part of Mr Trotman's job, if the feasibility study was accepted by the NPU Executive Committee, to continue the study and to find out what was practical and what could be done.

A number of members expressed concern about the competitive aspect within a VTO. They felt that the smaller businesses would suffer.

In the grocery VTO, members undertook to take-up as much as they could of the recommended lines. It was pointed out that selling to retailers was itself a costly business. That could be reduced by a new attitude by retailers whose emphasis had changed to that of being active buyers.

Moving house

The Irish Pharmacy Club have been notified that they will have to vacate the Catholic Commercial Club premises in O'Connell Street, Dublin, as the lease on the building is due to expire shortly. The club, which has occupied the premises for the past few years, will have about 18 months to seek alternative accommodation.

PROFESSIONAL NEWS

Pharmaceutical Society
Northern Ireland

EEC entry 'will bring restrictions'

If Britain enters the Common Market, it is likely that pharmacy as practised in EEC countries would become the rule in the UK, said Mr J. Paul, president, Pharmaceutical Society of Northern Ireland, at the annual meeting in Belfast on September 30.

Council had received "certain confidential papers about the effect on pharmacy of the United Kingdom's admission to EEC," said Mr Paul.

"I cannot, therefore, go into details of what is likely to happen, but I think I can say that pharmacy as practised in EEC countries would be likely to operate here. The tendency would seem to be to restrict more and more to pharmacies the sale of medicines and to curtail the pharmacist in the types of goods that he can sell. In fact, it would appear to be a more professional type of business that is envisaged."

Presenting his annual report, the president explained that of the six pharmaceutical chemist representatives on the Council who retired this year only one had offered himself for re-election. There had been three new candidates. He therefore declared Messrs James Chambers, John Gerard Coll, Joshua Kerr and James Paul elected as members of the Council. The Druggist representative on the Council, Robert Matthews Watson, had retired by rotation but had offered himself for re-election and since there was no other nomination he declared Mr Watson to be re-elected.

He referred to the death, during the year, of Mr H. W. Gamble. "There can be very few pharmacists in Northern Ireland who did not know Herbie Gamble or who had not sought his advice. If he had a failing it was that he neglected his own business in order to serve pharmacy. He was engaged in all aspects of pharmaceutical policy but his contribution to the Council was outstanding. His abilities were recognised and appreciated both in Great Britain and in Eire and in both countries he had many friends. We have suffered a great loss by his death but there remains much evidence of his achievements."

In the field of education the endeavours of the Council over the past seven or eight years had just come to fruition. A department of pharmacy had been established in the Queen's University and the first professor of pharmacy, Professor P. F. D'arcy appointed. Temporary accommodation was being provided for the Department adjacent to the Medical Biology Centre, Lisburn Road.

The Council, at its last meeting, had resolved to enter into a new Reciprocal Agreement with the Pharmaceutical Society of Great Britain, said Mr Paul. The previous agreement was entered into in 1929

and contained some conditions which involved a considerable amount of work in fulfilling, eg, a declaration of identity that required the signature of a Commissioner for Oaths. The new agreement required the production of certain essential certificates and the personal attendance of the applicant at the offices of the Society with which registration was being sought.

A number of communications had been received from the Department of Health and Social Security about the proposals regarding licensing under the Medicines Act. "We were particularly interested in licences for retail pharmacists. An example of the problems considered arose out of the licence to wholesale. As you know a wholesale transaction occurs if a person sells to another for the purpose of retailing. A pharmacist who supplies a doctor is carrying out a wholesale transaction. As the result of the supply by a pharmacist to a doctor does not now require a wholesale licence nor does the supply by one pharmacist to another pharmacist."

Dispensing doctors

The establishment of health centres in certain rural areas had resulted in certain areas in dispensing doctors practising from such centres. The question arose as to whether these doctors would continue to dispense for some of their patients if a pharmacy was sited adjacent to the centre. A deputation discussed the problem with officials of the Ministry.

"I am sorry to say that the Ministry did not accept our arguments that there are sufficient pharmacies in Northern Ireland not to require any doctors to dispense for some or all of their patients. The Health Services Board have now written to every person on the dispensing list of every dispensing doctor and pointed out that the patient has the right to ask the doctor for a prescription which can be dispensed at any pharmacy."

He recalled that in September 1970 an appeal had been issued for support for an emergency fund which was established to assist pharmacists whose businesses had suffered as a result of the civil disturbances. "The sum of £1,036 was subscribed and I would like to take this opportunity of thanking the members very sincerely for their generosity. In addition a grant of £1,000 was received from the Pharmaceutical Society of Great Britain and £750 from the Ulster Chemists' Association."

The honorary treasurer's financial statement was presented by the secretary, Mr W. Gorman. The additional amount (£2,800) received by way of retention fees was offset by a reduction (£800) in the amount received from licence fees. The sum paid for *Chemist & Druggist* exceeded the amount received from members by £1,850. To some extent this was due to a change in the subscription year from September 1 to January 1, which meant that the Society had to pay the subscription rates of members for the last four months of 1970.



Protect your customers and your interests, with the Newey Hairspray Eyeguard.

About 100 million hairsprays are sold in this country every year. And until now women have either had to use bits of paper or bare hands to keep the spray off their faces.

But now there's the Newey Hairspray Eyeguard. Like all good ideas it's really very simple; a light plastic holder, containing a sheet of transparent PVC, so designed as to be the right shape for the average forehead.

Just by holding the guard in front of her face, a girl can spray her hair with lacquer or dry shampoo, watching exactly what she is doing through the transparent sheet, and never get a drop on her skin or her make-up.

The Hair-Spray Eyeguard's recommended retail price is 49p, and your wholesaler has them in

stock now. Place your order right away; this could well be one of these "Can't understand-how-we-did-without-it-before" gadgets within a few months, and incidentally we're advertising in colour, in '19', 'Honey' and 'Petticoat'; the message, like the product, is simple — Hairspray's for your hair; not your face.



Newey Goodman Ltd.,
Robin Hood Lane, Hall Green,
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Roger & Gallet announce a new sales attraction: Blue Carnation.

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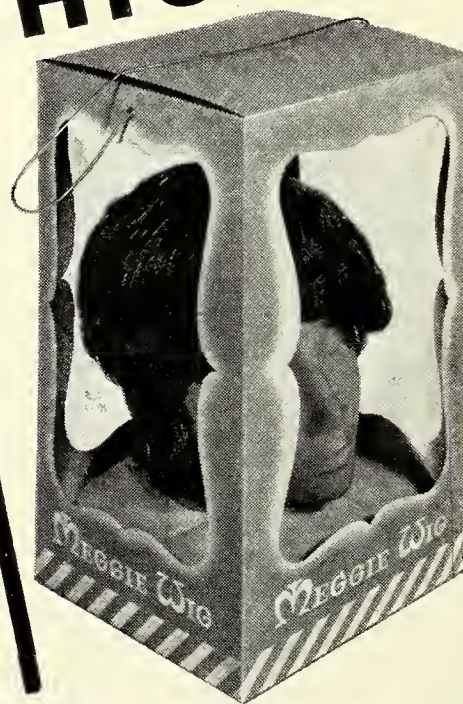
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Society's Council recommend courses for graduates in pre-registration year

A recommendation that graduates should be allowed to attend courses related to the practice of pharmacy during their pre-registration year, is to be included in the Pharmaceutical Society's "Notes for guidance for pre-registration experience."

The Education Committee's report to the council's October meeting disclosed that alterations to the "notes" were being recommended following proposals by The Boots Co Ltd.

Paragraph 3 would be amended to read: "During the pre-registration year the graduate should be allowed to attend courses in pharmaceutical subjects or management techniques, the total duration of which does not exceed the equivalent of one day release per week if these studies are related to some aspect of the practice of pharmacy, provided that a suitable alternative course is not offered by the employer."

It was agreed, with regard to the implementation of the amended Byelaws XX (4) to (15) that Boots together with other appropriate organisations, should be consulted on the format of the graduate's report. The office should make suitable arrangements for the approval of Boots' premises based on the company's proposal and complying with the byelaws. It was also agreed that "equivalent publications" should be added to the list of recommended publications in paragraph 1 of the "notes."

An alteration to section 20 of the byelaws relating to the requirements for registration and pre-registration experience had been approved by the Council. The amendments to the byelaw would be submitted to the Privy Council for confirmation and approval.

A paper giving theoretical and practical information necessary to enable the pharmacist to become involved in radiopharmaceutical work had been prepared and approved by the hospital practice subcommittee and the Science Committee. It would be considered by the meeting of the heads of schools of pharmacy in November.

The secretary and registrar reported that the election of Mr Albert Howells (immediate past president of the Society) as president of the Commonwealth Pharmaceutical Association had been confirmed by the council of CPA. The constitution had been amended so that the president was an *ex-officio* member of council during his term of office and during his first two years as immediate past president. On election as president, therefore, he would no longer be his country's representative on the council and another person must be appointed to the council of CPA. The Council of the Society agreed that the president in office of the Society should be the representative of the Society.

The Practice Committee reported that

more than 400 indications of interest in the formation of a membership group for pharmacists employed in the pharmaceutical industry had been received. A questionnaire would be sent out to obtain information on the field of interest of those who had replied and of the type of activity which should be within the scope of the group if formed.

Aspirin warning on proposed treatment cards

The general practice subcommittee approved the following wording of a warning card which they considered should be issued by pharmacists when they dispensed anticoagulants or oral antidiabetic drugs or methotrexate:

Your doctor has prescribed . . . and the dose has been calculated to meet your individual requirements. It is extremely important that you should not take aspirin while you are taking this medicine since this would upset the careful calculation of dose and the result could be dangerous. Aspirin is an ingredient of many proprietary medicines which are freely available, although this may not be apparent from the name of the product. Always show this card to your pharmacist and seek his advice when you are considering the purchase of any medicine.

It was recommended that the proposal should be discussed with the British Medical Association.

The subcommittee considered that when a manufacturer introduced a change to the appearance of a medicine, he should notify pharmacists either through the pharmaceutical press or by direct mailing as soon as the first supplies of the modified product were released. Packs of such products should, when the appearance had been changed, include an appropriate notification to the pharmacist for a period of up to one year. The notification could be by means of a package insert or by the incorporation of suitable prominent wording on the label. The subcommittee felt that it would also be helpful if supplies of slip labels for use on containers of dispensed medicine could be made available.

The Society and the British Medical Association had asked the Department of Health to make available for supply free of charge to patients, a measure graduated from four 5ml spoonfuls to eight 5ml spoonfuls, instead of a 5ml spoon, when oral liquid medicines with an aqueous vehicle having a dose of 20ml or more

were dispensed. In its reply, the Department pointed out that no such measures were available at present and that the number of prescriptions of the type when such a measure would be applicable was relatively low. It was recommended that it should be suggested to the manufacturers of the type of oral liquid medicines concerned that it would be helpful if the graduations on the measures they issued were in terms of 5ml spoonfuls.

The Organisation Committee recommended that the department of pharmaceutical sciences should be asked to consider whether there were suitable alternatives to carbon tetrachloride for use in domestic preparations.

It was recommended that when a journey by air would represent a considerable saving in time, expenses for branch members attending meetings of the Society (such as the branch representatives' meeting and the British Pharmaceutical Conference) would be paid on the basis of economy class return air fare rather than first class rail ticket.

Meetings had been held to discuss the postgraduate courses to be arranged during the current session under the Health Services and Public Health Act 1968. It was recommended that all regions should be asked to hold a further "mixed" course in addition to courses that were already planned for 1972.

The pharmaceutical session of the Royal Society of Health congress April 27, 1972, at Eastbourne would discuss "Pharmacy and the new health service." The speakers would be J. A. Baker (chief pharmacist, Westminster hospital), J. P. Bannerman (chairman of the general practice subcommittee), and Norman Fowler, MP. The chairman would be the President of the Society.

The Law Committee reported that it had received a complaint that the *Sunday Times* had offered for sale, through the post, a first aid kit containing Kwells travel sickness tablets. An assurance had been received from the newspaper that no retail sales of Kwells had in fact been made.

Directorship pitfall

A case had been considered by the Committee in which a pharmacist had narrowly escaped prosecution by the Department of Trade and Industry. The pharmacist had remained legally a director of the company some time after he had ceased to have any actual association with it, and the company had not filed its annual report during the time he had been (legally) a director. The Committee decided that attention should be drawn to the legal effects of accepting a directorship to anyone taking on an appointment as superintendent pharmacist and that the leaflet giving advice to a superintendent pharmacist issued by the Society should include appropriate information.

The New Legislation Committee had considered the implementation of Council's policy that all prescriptions should bear a dose and that there should be no return to the situation where a pharmacist bore a legal responsibility for incomplete prescriptions.

Continued on p 588

Continued from p 587

The Committee concluded that the Society's opinion that there should be no regulations relating to doses under the Medicines Act should be brought to the attention of the Medicines Commission (and indirectly to the prescription-only medicines committee) without delay. It was also decided, before further steps were taken, that information should be obtained about the percentage of Schedule 4A prescriptions issued without a dose.

The Secretary and Registrar reported that the Society had been invited to join a liaison group of professions which includes the British Dental, Medical and Veterinary Associations, set up to discuss the implications of the Monopolies Commission's report on the professions. Council agreed that the secretary and registrar and the financial officer should attend meetings of the group.

The secretary and registrar announced with regret the death of Joseph Masters Dowty, of Southampton.

Mr Bloomfield said that Mr Dowty had been one of the most colourful personalities ever to have been a member of the Society.

Although he had been a proprietor pharmacist Mr Dowty had never ceased fighting on behalf of employee pharmacists.

Developments in drug presentation

A glimpse into the future development of drug presentation methods was given to the Merseyside and North Wales Region of the Pharmaceutical Society, meeting in Rhyl on Sunday.

Mr C. F. Abbott, chief pharmacist of ICI pharmaceuticals division, ended a paper on the development of modern drugs by suggesting that drugs might soon be combined with the means of delivering them to the patient in a controlled manner. For example, by making a tablet coating or capsule shell of controlled porosity, the rate of diffusion of drug could be determined.

There would also be an extension of the areas from which a drug could be absorbed, beyond the usual gastro-intestinal and parenteral routes. The next development after that would be some sort of reservoir controlled by a mechanism whereby the drug was released at a

predetermined rate. An electronic device might meter out the drug in response to the patient twisting a knob, or the device could be programmed for release at stated intervals.

Mr Abbott also prophesied development of a "biological indicator" which would sense changes in tissue properties. "One might yet see a product in which the control of the drug was delivered continuously, the device being located in the body, the release regulated by the biological sensor recognising glucose level or some such feature, and which needed installing only once a year. What a target that would be," he concluded.

Mr J. E. Davison, of ICI pharmaceuticals marketing department, spoke on the problems of marketing pharmaceuticals—an operation be defined as the total business function of satisfying consumer demand profitably. It was, he said, something for which the pharmacist's training was ideal, since it was necessary to understand the problems, and speak the language of everyone concerned with the product, from biochemist to accountant.

Questioners during the discussion were critical of the industry's use of brand names and the frequency of representatives' calls on doctors.

LETTERS

NHS inquiry

The Socialist Medical Association is, at the request of the national executive committee of the Labour Party, setting up a working party on the National Health and social services.

I am writing as secretary of the working party to ask all pharmacists with positive ideas regarding the future of the National Health Service, in general and pharmaceutical practices in particular, to submit their evidence to the working party irrespective of their political affiliations.

The evidence should be typewritten and headed general practice, hospital or industrial, according to the type of evidence submitted. All papers should be sent to Stanley Blum, MPS, Secretary, the NHS working party, Socialist Medical Association, 14-16 Bristol Street, Birmingham B5 7AA, not later than November 30.

Stanley Blum
Secretary,
SMA working party

Irish election

I wish to refer to the following comment which appeared in this week's edition of *C&D* when reporting the Irish Council election result: "Mr McGuinn and Mr Morgan came bottom of the poll for third time running."

I submit to the judgment of your readers, based on the facts, to decide whether this is an accurate and fair comment, or

one which is considered likely to encourage or to deter members from publicly contesting elections to the Council of the Pharmaceutical Society of Ireland.

It would appear that there is some underlying objection to the annual use of the democratic processes which are provided for by law.

Perhaps, an editorial comment on this and other pertinent matters would not now be out of order.

T. McGuinn
Ranelagh, Dublin

We regret that this interpretation should have been placed on a statement of fact, intended as such. Our attitude was summed up in "Comment" in 1969 when the first election for six years took place: "By the magnitude of their vote they [members of the Society] may encourage others to stand for election in future years. In so doing they will not only widen their range of choice, but will be giving themselves a greater likelihood of securing men whose views correspond closely with their own."—Editor.

Eucalyptus seedlings

A total of £16 has been sent by *Chemist & Druggist* readers for the Pharmaceutical Society's Benevolent Fund as a result of my recent offer of eucalyptus tree seedlings (August 28, page 263.)

Any reader who sent for seedlings and has not had satisfactory results (possibly due to inexperience) may have new seedlings free. It is advisable to grow them in a heated greenhouse at the seedling stage during winter, and it may probably be better to wait until April 1972 for replacements, as they will grow quickly in spring. I will replace any seedlings that are not satisfactory, but please write before November.

R. V. Owen
Moseley, Warwicks

Thanks for support

I would like to express my thanks to those contractors in Belfast who elected me as one of their representatives during the recent poll for membership of the Local Pharmaceutical Committee. I am very grateful for their support and can assure them of my active co-operation with the other members of the LPC in all attempts to secure a new structure of remuneration which will give to chemist contractors payments comparable to those received by the other health professions.

I would also like to thank those who offered congratulations to me on my return to the Council of the Pharmaceutical Society of Northern Ireland and to say that, like many of them, I too regret there has been no election this year.

Regular elections for membership of the committees governing the various pharmaceutical bodies could do a great deal to dispel apathy and to create a well-informed electorate. A sustained and active interest from such an electorate could have a great influence on the course of pharmaceutical affairs and progress.

Joshua Kerr
Belfast

No connection

May I, through your correspondence column, make quite clear that I have now no connection in any way with the activities or running of the department concerned with distribution of pharmaceutical supplies to countries abroad within a large national charity organisation.

I am reluctantly obliged to ask for publication following the NPU Executive statement of June 22 (*C&D*, July 24, p113).

David W. Roberts
Leicester



Watch out for **MAWS** new baby toiletries television campaign!

Next time the Maws Representative calls ask him about how you can sell more Maws baby toiletries.

Here are some pointers to be getting on with:

- * Concentrated television advertising campaign.
- * National television support.
- * Exciting toiletries display unit.
- * Attractive display incentive.
- * Attractive gift packs.

All this-exclusive to chemists. So stock up now!

MAWS

MARKET NEWS

China reduces some essential oil prices

London, October 13: China has reduced the prices of some of her essential oils, the changes coinciding with the Canton Fair. Menthol was also sharply lower, but as the Brazilian variety was also again weaker the gap between the two was scarcely affected. Chinese citronella and peppermint oils were the most important oils to be reduced. Also lower were petitgrain and lemongrass.

Among crude drugs there was little inquiry, apart from pepper, which was firm in the face of dwindling supplies. Madagascar has imposed a further £100 levy on her clove exports. Gentian, quillaia and Continental valerian were quoted higher from origin while ipecacuanha was lower.

Most pharmaceutical chemicals were unchanged on the week but since last recorded there have been minor changes in quinine salts, quinidine and paraffins.

Pharmaceutical chemicals

Acetic acid: In 12-ton lot, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

Acetomenaphthone: 100-kg lots, £5.62½ kg.

Amylobarbitone: 5-kg £3.59 kg; sodium £4.15.

Barbitone: 50-kg lots £2.60 kg; sodium £2.60.

Benzoic acid: One-metric ton lots £30.42 kg.

Boric acid: BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

Brucine: (1-kg lots) alkaloid £21.75; sulphate £17.50.

Butabarbital: 5-kg £5.63 kg; sodium £6.25.

Butobarbitone: £4.68 kg for 5-kg lots.

Cantharadin: £75 per 100 g.

Carotene: Suspension 20 per cent £16.73 kg.

Cinchocaine hydrochloride: £42.50 kg.

Citric acid: BP granular hydrous per metric ton 50-kg lots, £321; 250-kg £310; 1,000-kg £299. Anydrous £345, £333, £321 respectively. Premium for powder £10.

Cocaine: Alkaloid £222 kg; hydrochloride £202.75 Subject to DDA Regulations.

Dextromethorphan: Hydrobromide £98.53 kg.

Ferrous gluconate: £628 metric ton in 50-kg lots.

Ferrous phosphate: In kegs £0.46 kg.

Gallic acid: 1,000-kg lots £1.54 kg.

Guaiacol salicylate: £1.40 kg for 250-kg lots.

Homatropine: (500-g) Alkaloid £59.10 kg.

hydrobromide £46.75; hydrochloride £55.30;

methylbromide £48.65; sulphate £57.25.

Hydrocortisone: Acetate or alcohol £0.25 g.

Hydrogen peroxide: 35 per cent, £130 per 1,000-kg in 50-kg containers.

Hyoscine hydrobromide: £314.25 kg.

Hyoscyamine sulphate: per kg £55.50.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Iron ammonium sulphate: 100-kg £205 per metric ton.

Iron and ammonium citrate: (Per metric ton) granules, 50-kg lots £620; 250-kg £602; 50-kg scales £790; green £830.

Iron phosphate: £470 for metric ton 50-kg lots.

Isoprenaline sulphate: 5-kg £16.50 kg.

Lactic acid: £570 metric ton for 50-kg lots.

Mercury salts: Per kg in 50-kg lots: ammoniated powder £5.20; oxides—yellow £5.95 and red £6.40; perchloride £4.45; subchloride £5.60—all plus £0.50 kg for under 50 kg. Iodide £5.35 kg for 25-kg.

Methadone hydrochloride: Subject to D.D.A. regulations £0.15 per g for 100-g lots.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, ½ ton £435.

Neomycin sulphate: BP 5-kg £27.50 kg.

Oleic acid: BP is £206.70 per metric ton delivered.

Opiates: (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
Codeine	£	£
alkaloid	153.80	161.50
hydrochloride	133.35	140.00
phosphate	117.20	123.10
sulphate	133.35	140.00
Diamorphine		
alkaloid	176.50	185.35
hydrochloride	161.00	169.05
Ethylmorphine		
alkaloid	176.50	185.35
hydrochloride	152.30	159.90
Morphine		
acetate	140.15	147.20
alkaloid	172.45	181.10
hydrochloride	141.55	148.65
sulphate	141.55	148.65
tartrate	168.35	176.75

Oxalic acid: 20-ton lots about £170 metric ton.

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477. Jelly-soft white BP £95 ton; yellow BP £85.

Penicillin: Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.

Pentobarbitone: 5-kg lots £4.76 kg for acid and £5.05 for sodium.

Pemitone: 25-kg lots £3.93; £4.10.

Phenobarbitone: 50-kg lots £3.60 per kg; sodium £4.10.

Pholcodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

Phthalylsulphathiazole: 50-kg lots £1.90.

Potassium citrate: £359 per metric ton.

Pyrogallal acid: Photo crystals 200-kg lots £4.73 kg.

Quinalbarbitone: Sodium and acid £5.15 kg for 25-kg lots.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Salicylic acid: Per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Sodium citrate: £324 per metric ton.

Sodium potassium tartrate: £295 per metric ton.

Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.

Succinylsulphathiazole: 50-kg lots £2.70 kg.

Sulphacetamide: Sodium BP £2.98 kg.

Sulphadiazine: (per kg), 25-kg £3.78; 50-kg £3.65.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Sulphaguanidine: BPC in 250-kg lots £2.13 kg.

Sulphamerazine: In 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg £4 per kg.

Sulphanilamide: 50-kg lots £1.03 kg.

Sulphaquinoxaline: B Vet C in 50-kg lots, acid £4.07½ kg; sodium £4.50.

Sulphathiazole: 100-kg £2.025 per kg; 50-kg £2.07½.

Tannic acid: 500-kg fluffy £1.29 kg; powder £1.27.

Tartaric acid: (Per metric ton) 50-kg lots £422;

250-kg £417; £408 ton.

Crude drugs

Cloves: Madagascar £1,465 ton, cif.

Gentian: Root £500 per metric ton spot; £475, cif.

Ginger: (long ton) Cochín £250, cif. Jamaican

No. 3 spot £1,100; Nigerian split £260; £220, cif,

Dec-Jan; peeled £375 spot, 325, cif; Sierra Leone

£345, cif.

Ipecacuanha: Matto Grosso £3 lb spot; £2.85,

cif. Costa Rican £2.85 spot, £2.75, cif.

Menthol: (kg) Chinese spot £6.60; shipment £6.45,

cif. Brazilian £4.70; Oct-Nov £4.65.

Pepper: Sarawak black Sept-Oct £370 ton cif;

white £490 cif.

Valerian: (metric ton) Continental £290; £280, cif;

Indian £215 spot; £200, cif.

Essential oils

Caraway: Dutch £6.50 kg; English £18 kg.

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COMING EVENTS

Monday October 18

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Royal Infirmary, Leicester, at 8pm. Dr M. C. Brough (Consultant chest physician, Leicester Hospitals) on: "Diseases of the respiratory system" (lecture course).

Medway Branch, Pharmaceutical Society, Coniston Hotel, Sittingbourne, at 8pm. "Modern enzyme therapy."

Plymouth Branch, Pharmaceutical Society, Board Room, Greenbank Hospital, at 8pm. ICI film show and discussion.

Tuesday October 19

Chiltern Region, Pharmaceutical Society, Chelsea College, Manresa Road, at 7.30pm. First of series of lectures on "Adverse drug reactions." Speaker, Dr J. F. Dunne (Senior medical officer, Committee on Safety of Drugs).

Doncaster Branch, Pharmaceutical Society, Lecture Theatre C19, Bradford University, at 8pm. Mr G. Irving (Lecturer in pharmacology, Bradford University) on: "Drug metabolism studies—their value" (lecture course).

Research Defence Society, Lecture theatre, Zoological Society of London, Regents Park, London NW1, at 5.30pm. Professor Michael Woodruff on: "The contribution of animal experiments to the surgery of replacement."

Lancaster and Morecambe Branch, Pharmaceutical Society, Clarendon hotel, Morecambe, at 8pm. Mr J. P. Bannerman (a member of Council) on: "The influence of industry over pharmaceutical practice".

Wednesday October 20

Birkenhead Branch, Pharmaceutical Society, Joseph Mayer rooms, Bebington Civic Centre, at 8pm. Mr P. Malynn on: "Perfume and its creation."

Bristol Branch, Pharmaceutical Society, Dyrham Lodge, Clifton Park, Bristol, at 7.30pm. Supper dance.

Scottish Pharmaceutical Federation, Caledonian Hotel, Inverness, at 7pm. Annual meeting. Principal speakers, Mr K. Rutter (chairman, NPU) on "Many pharmacy returns" and Mr J. Wright (director, NPU) on "Current NPU policy."

South Midland Chemists' Golfing Society, Newbury Golf Club, at 2.30pm. Prospective members welcome.

Tees-side Branch Pharmaceutical Society, Ladle Hotel, Middlesbrough, at 7.45pm. Dinner dance.

Thursday October 21

Dundee and Eastern Scottish Branch Pharmaceutical Society, Royal Clydesdale Hotel, Dundee, at 7pm. Guest speaker, Mr James Chilton.

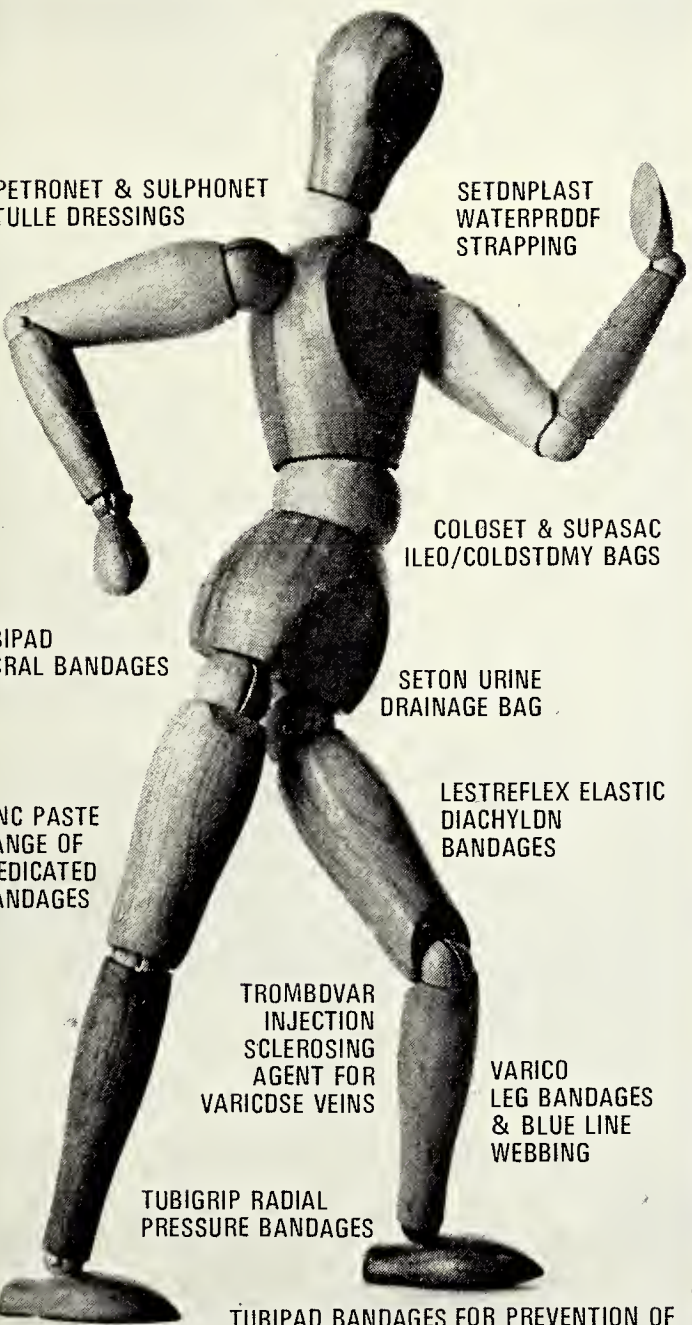
Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 7pm. Annual dinner and dance.

Friday, October 22

Merseyside Branch, Association of Women Pharmacists, School of Pharmacy, Liverpool Polytechnic, at 7.30pm. Speaker: Mr C. D. Darley (Chief Public Health Inspector for Birkenhead).

Sunday October 24

Yorkshire Region, Pharmaceutical Society, Leeds University, at 10.30am. Regional conference. Speakers include Mr J. R. Dale and Mr C. C. Stevens (a member of Council) on: "Present trends in legislation," Mr T. P. Astill on: "Medicines Act as it affects general practice," Professor J. M. Rowson on: "Trends in pharmaceutical education."



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'Closer working links with the medical profession'

There are obvious advantages to be gained if the pharmacist can work in the same premises or in close proximity to the doctor, says a Government advisory committee report out this week.

The report, on the organisation of medical group practices, adds that such a situation would make communication between the pharmacist and doctor easier, and would enable the patient to have a prescription dispensed at the same time as he visited the doctor.

It defines the future role of the pharmacist as lying in the following areas:

□ In giving advice to doctors regarding the composition and pharmacological action of a wide variety of different drugs and preparations of drugs. This function seems likely to become more and more important as the number of new preparations produced by the pharmaceutical industry increases.

□ In checking the prescriptions of doctors, in order to avoid errors of dosage and the danger of drug incompatibility.

□ In giving appropriate advice to patients to whom drugs are prescribed or drugs which a person may request. This may be in relation to the correct administration of the preparation or, as in the case of monoamine oxidase inhibitors, the warning to avoid certain foods. This does not

absolve the prescribing doctor from being primarily responsible for giving similar advice.

□ In participating, as members of the health team, in campaigns designed to educate the public about health promotion and prevention of ill-health.

Advisory role

The section on pharmacy in the report outlines the stress that the Pharmaceutical Society has laid on the role of the pharmacist in giving advice to the general public and its concern that the disappearance of the local pharmacy, following the concentration of prescribers in group practices, would deprive the public of this particular role of the pharmacist.

It reiterates that, at the earliest possible stage in the planning of health centre or group practice premises, consultation should take place with representatives of the pharmaceutical profession in the area on the provision of the pharmaceutical services. It continues: "In considering the planning of pharmaceutical services in an area surrounding a group practice centre there is a need to consider controlling the number of National Health Service dispensing contracts so that the agreed plan could not be disturbed by a new point at which NHS prescriptions could be dis-

pensed. Methods of achieving satisfactory arrangements are a matter for discussion between the Health Departments, the Pharmaceutical Society of Great Britain, and the Central NHS (Chemist Contractors) Committee, and the British Medical Association, and may concern the Medicines Commission."

On the value of personal record cards, carried by the patient containing selected information, the report doubts whether people would be prepared to carry such a record with them, except in specially motivated cases. There should be a common design for such cards.

Sir Keith Joseph, Secretary of State for Social Services, welcomed the report and, in the joint foreword, he and Mr Peter Thomas, Secretary of State for Wales, say they are to invite professional and lay organisations to send them their views on it.

The report was prepared by the Standing Medical Advisory Committee of the Central Health Services Council; Mr H. Steinman, treasurer of the Pharmaceutical Society, was a member of the sub-committee involved. (The Organisation of Group Practice. HM Stationery Office, £0.65.)

SPORT

Edinburgh Chemists' Golf Club. Results of outing over Liberton course on Wednesday, September 29, for W. S. Thomson Trophy: Winner, C. R. Hannan, best scratch, G. W. Allan, section no 1, I. Swanson, J. H. Scott, section no 2, H. H. Campbell.

Volume 3

Advances in Pharmaceutical Sciences

Edited by H. S. Bean, A. H. Beckett and J. E. Carless

Chelsea College of Science and Technology
University of London, England



October 1971, x + 242 pp., £5.00

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Contents Jack Cooper: Recent advances in tablet technology. B. K. Martin: The formulation of aspirin. N. Pilpel: Cohesive pharmaceutical powders. Author index. Subject index. Cumulative list of titles. Cumulative list of authors.

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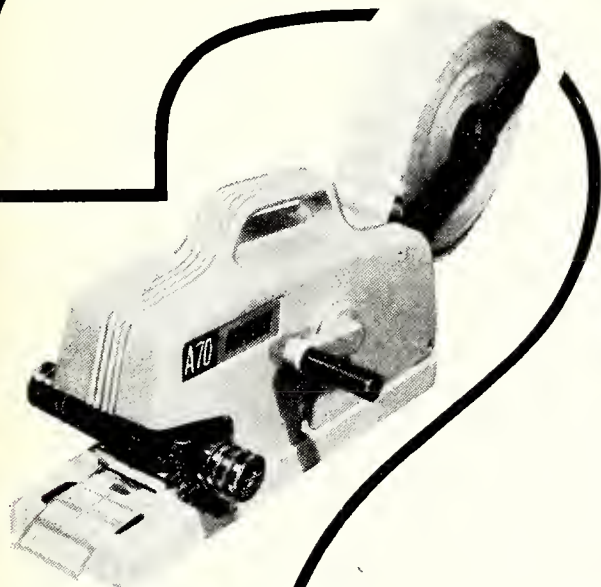
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